

2017

EVERSOURCE
ENERGY

Energy Efficiency Plan-Year Report

D.P.U. 18-51

NSTAR Electric & Western Massachusetts Electric
d/b/a Eversource Energy

June 8, 2018

KEEGAN WERLIN LLP

ATTORNEYS AT LAW
99 HIGH STREET, SUITE 2900
BOSTON, MASSACHUSETTS 02110

(617) 951-1400

TELECOPIER:
(617) 951-1354

June 8, 2018

Mark D. Marini, Secretary
Department of Public Utilities
One South Station, 5th Floor
Boston, Massachusetts 02110

Re: NSTAR Electric Company d/b/a Eversource Energy, D.P.U. 18-51
2017 Energy Efficiency Plan-Year Report

Dear Secretary Marini:

On behalf of NSTAR Electric Company d/b/a Eversource Energy (the “Company”), enclosed is the Company’s 2017 Energy Efficiency Plan-Year Report for filing with the Department of Public Utilities (the “Department”).¹ Plan Year 2017 was the second year of implementation under the *2016-2018 Massachusetts Joint Statewide Three-Year Electric and Gas Energy Efficiency Plan*, as reviewed and approved by the Department in D.P.U. 15-160 through D.P.U. 15-169.

In 2017, the Massachusetts Energy Efficiency Program Administrators² (the “Program Administrators”) successfully delivered on very ambitious energy savings goals for the year. Statewide, the electric Program Administrators achieved 107 percent of the lifetime electric savings goal, and 100 percent of planned total benefits in 2017. The gas Program Administrators achieved 98 percent of the lifetime gas savings goal, and 99 percent of planned total benefits statewide in 2017. The Program Administrators achieved these aggressive savings goals and benefits while maintaining budgetary control and complying with the directive of the Green Communities Act to seek all available cost-effective energy efficiency opportunities. Additionally, the Program Administrators achieved great success in their low-income programs. By working with the Low-Income Energy Affordability Network and increasing targeted marketing, all statewide electric and gas savings, benefits, and participation targets for this important sector were exceeded in 2017.

¹ This report is being submitted pursuant to the Hearing Officer’s Memorandum dated May 2, 2014 adopting the Energy Efficiency Plan-Year Report Template in D.P.U. 11-120-A, Phase II.

² The Massachusetts Program Administrators are: Bay State Gas Company, d/b/a Columbia Gas of Massachusetts; The Berkshire Gas Company; Boston Gas Company, Colonial Gas Company, Massachusetts Electric Company and Nantucket Electric Company each d/b/a National Grid; Cape Light Compact JPE; Fitchburg Gas and Electric Light Company d/b/a Unitil; NSTAR Electric Company and NSTAR Gas Company, each d/b/a Eversource Energy; and Liberty Utilities (New England Natural Gas Company) Corp. d/b/a Liberty Utilities.

The Program Administrators took many actions in 2017 to serve customers and achieve energy efficiency goals. Program Administrators provided optimized offerings to renters and moderate income customers to continue seeking ways to meet the needs of all customers. In order ensure consistency in offerings statewide, the Program Administrators established a consistent statewide approach to small and mid-size C&I new construction projects. Program Administrators also concluded a review of small business turnkey delivery programs across North America in order to ensure that they are using the most successful delivery models. Additionally, the MassSave.com website was revamped in 2017 to provide Massachusetts residents and businesses with a modern, personalized resource that encourages participation in the Program Administrators' energy efficiency programs, and puts ease-of-use, speed, and reliability front and center. Other efforts to encourage customer adoption of energy efficiency included the Program Administrators undertaking many promotions, such as a promotion for communicating thermostats. The Program Administrators also received the ENERGY STAR® Partner of the Year Award for excellence in energy efficiency program delivery for the Residential Lighting & Products core initiative. This is the fourth consecutive year the Program Administrators have been honored with the Environmental Protection Agency's most prestigious award that recognizes the success and innovativeness of the Program Administrators' efforts to increase the adoption of energy efficient products in Massachusetts.

To support innovation, the Program Administrators launched an online rebate application platform that provides C&I customers with a fully digital means to search for offers and apply for incentives, replacing the former paper-based system. The intuitive design allows customers to browse through offers and guides them through the application process while connecting them to additional recommended energy efficiency measures. Additionally, the Program Administrators' Massachusetts Technology Assessment Committee reviewed over 30 new technologies, adding seven new technologies as eligible custom measures. . The Program Administrators also continued to implement their Demand Response Demonstration Projects in 2017, and worked with various demand response consultants, equipment vendors, installers, and other vendors.

These accomplishments demonstrate the Program Administrators' continued commitment throughout 2017 to achieving sustainable cost-effective energy efficiency, as well as the Program Administrators' commitment to leveraging relationships with customers, contractors, and other vendors and stakeholders to coordinate efforts, share ideas and best practices, and serve customers.

The Program Administrators look forward to continuing these efforts and achieving additional successes going forward.

Very truly yours,

A handwritten signature in dark ink, appearing to read "A. S. Wagner".

Ashley S. Wagner, Esq.

Enclosures

cc: Jeffrey Leupold, Department of Public Utilities
Donald Boecke, Office of the Attorney General
Rachel Graham Evans, Department of Energy Resources
Jerrold Oppenheim, Low-Income Energy Affordability Network
Members of the Energy Efficiency Advisory Council (via email only)

COMMONWEALTH OF MASSACHUSETTS

DEPARTMENT OF PUBLIC UTILITIES

NSTAR Electric Company
d/b/a Eversource Energy

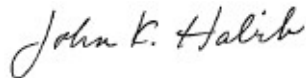
)
)
)
)

D.P.U. 18-51

APPEARANCE OF COUNSEL

In the above-referenced proceeding, I hereby appear for and on behalf of NSTAR Electric Company d/b/a Eversource Energy.

Respectfully submitted,



John K. Habib, Esq.
Keegan Werlin, LLP
99 High Street, 29th Floor
Boston, MA 02110
(617) 951-1400

Dated: June 8, 2018

COMMONWEALTH OF MASSACHUSETTS

DEPARTMENT OF PUBLIC UTILITIES

NSTAR Electric Company
d/b/a Eversource Energy

)
)
)
)
)

D.P.U. 18-51

APPEARANCE OF COUNSEL

In the above-referenced proceeding, I hereby appear for and on behalf of NSTAR Electric Company d/b/a Eversource Energy.

Respectfully submitted,



Ashley S. Wagner, Esq.
Keegan Werlin, LLP
99 High Street, 29th Floor
Boston, MA 02110
(617) 951-1400

Dated: June 8, 2018

2017

EVERSOURCE
ENERGY

Energy Efficiency Plan-Year Report

D.P.U. 18-51

NSTAR Electric & Western Massachusetts Electric
each d/b/a Eversource Energy

June 8, 2018

**NSTAR Electric Company & Western Massachusetts Electric Company
each d/b/a Eversource Energy**

2017 Energy Efficiency Plan-Year Report

D.P.U. 18-51

June 8, 2018

Table of Contents

2017 PLAN YEAR REPORT DATA TABLES

Appendix 1:	Significant Core Initiative Variances & Cost-Effectiveness
Appendix 2:	Benefit-Cost Ratio Screening Tool
Appendix 3:	Technical Reference Manual – 2017 Report Version
Appendix 4:	Statewide Evaluation Studies Summary
	Appendix 4A - Table of Evaluation Studies
	Appendix 4B - Summary of the Studies with the Most Significant Effects
	Appendix 4C - Evaluation Study Summaries
	Appendix 4D - 2017 Plan-Year Report Evaluation Studies
Appendix 5:	Performance Incentives
Appendix 6:	Demand Reduction Update

**NSTAR Electric Company/Western Massachusetts Electric Company
each d/b/a Eversource Energy**

D.P.U. 18-51

2017 PLAN-YEAR REPORT DATA TABLES

Energy Efficiency Data Tables

2017 Plan Year Report Overview

Eversource Electric

June 8, 2018

OVERVIEW

The following data tables provide a summary of the Program Administrator's benefits, costs, savings, and cost-effectiveness for 2016 through 2018. The planned values are consistent with each Program Administrator's 2016-2018 Three-Year Plan. The 2017 preliminary and evaluated values are presented here for the first time as part of each Program Administrator's 2017 Plan Year Report.

The data included in these tables is based on other supporting models. The primary supporting models used by the Program Administrators in the preparation of this 2017 Plan Year Report are the Benefit-Cost Screening model and the Performance Incentive model. These exhibits should be referenced when looking for more detailed analyses, such as measure-level savings. High-level summaries for each of these models are provided below.

USING THE DATA TABLES

These Plan Year Report data tables are in a pivot table format with set outputs based on the Department's direction in D.P.U. 11-120, Phase II. Users can manipulate the data by using either the raw data included on the Master Data tab, or the Slicers shown on the Selections tab. The Slicers will update the comparisons between the planned, preliminary, or evaluated results on the Plan Year Summary tables only.

BENEFIT-COST SCREENING MODEL

The Benefit-Cost Screening model provides measure-level savings and benefits. This model uses the avoided cost values from the 2015 Avoided Energy Supply Cost study prepared by Tabors Caramanis Rudkevich.

PERFORMANCE INCENTIVE MODEL

The Performance Incentive model filed as part of the Joint Statewide Three-Year Plan provides support for the performance incentive dollars proposed for collection by the Program Administrator. Final performance incentive amounts will be based on the three-year term and will be subject to review and final approval in the three-year term report; the amounts shown in the Plan-Year Report are based on the data available to date and will change as additional years of data are included. Note that performance incentives are not applicable to the Cape Light Compact.

EM&V ACTIVITIES

The Evaluation, Monitoring & Verification (EMV) Section of the Joint Statewide Three-Year Plan describes in detail the EM&V activities planned for 2016-2018. The EMV section of each Program Administrator's 2017 Plan Year Report summarizes the evaluation results completed in 2017 and their impact on the 2017 evaluated results. The Technical Reference Library (TRL) has been updated to account for recent evaluation results.

2017 Plan Year Report Variances

Variances Summary

Eversource Electric

June 8, 2018

Variances Summary				
Program	Total Program Cost Variances	Lifetime Electric Savings (MWh) Variances	Total Benefits (2016\$) Variances	Total Resource Benefits (2016\$) Variances
A - Residential	-22.7%	25.8%	11.7%	-24.2%
A1 - Residential Whole House	-22.8%	26.7%	5.2%	-22.1%
A1a - Residential New Construction	61.4%	141.1%	97.4%	-47.4%
A1b - Residential Multi-Family Retrofit	1.0%	-21.2%	-23.6%	17.6%
A1c - Residential Home Energy Services - Measures	-32.9%	12.7%	-11.0%	-11.2%
A1d - Residential Home Energy Services - RCS	-32.6%			
A1e - Residential Behavior/Feedback Program	-3.5%	20.2%	19.7%	0.0%
A2 - Residential Products	-12.9%	25.5%	20.1%	-26.2%
A2a - Residential Heating & Cooling Equipment	2.0%	14.3%	8.2%	-1.5%
A2b - Residential Consumer Products	-1.5%	30.6%	46.6%	0.3%
A2c - Residential Lighting	-17.1%	25.8%	19.8%	-28.5%
B - Low-Income	-6.5%	21.9%	-0.6%	1.4%
B1 - Low-Income Whole House	-6.0%	21.9%	-0.6%	1.4%
B1a - Low-Income Single Family Retrofit	-17.9%	20.6%	6.8%	-4.6%
B1b - Low-Income Multi-Family Retrofit	5.2%	22.9%	-12.7%	15.7%
C - Commercial & Industrial	-10.5%	12.7%	9.8%	-4.9%
C1 - C&I New Construction	-20.8%	28.6%	26.5%	-7.5%
C1a - C&I New Buildings & Major Renovations	-35.5%	-8.3%	-5.6%	-12.7%
C1b - C&I Initial Purchase & End of Useful Life	16.8%	84.9%	73.8%	-1.2%
C2 - C&I Retrofit	-6.9%	9.1%	6.1%	-4.4%
C2a - C&I Existing Building Retrofit	-17.1%	-3.9%	-10.5%	-0.9%
C2b - C&I Small Business	13.6%	46.2%	38.0%	-4.2%
C2c - C&I Multifamily Retrofit	13.7%	-25.8%	-36.0%	53.6%
C2d - C&I Upstream Lighting	-17.4%	39.3%	51.7%	-18.8%
Grand Total	-15.0%	16.6%	10.0%	-12.0%

Notes

- Significant variances, which require explanation, are defined as:
 - variances between *planned and actual* core initiative budget of 15 percent or greater;
 - variances between *planned and preliminary* core initiative total lifetime savings showing a decrease of 15 percent or greater;
 - variances between *planned and preliminary* core initiative total benefits showing a decrease of 15 percent or greater; and
 - variances between *preliminary and evaluated* core initiative total resource benefits showing a decrease of 15 percent or greater.
- Variances are calculated as a percent of the three-year goal, meaning variance are calculated as the percentage difference between the percentage of the Three-Year Plan goals planned to be achieved through the Plan Year Report year compared to the percentage of the Three-Year Plan goals actually achieved through the Plan Year Report year.
- Cells highlighted in the above tables indicate that a variance is significant enough to require explanation. Refer to the Program Administrator's Plan Year Report for explanations of significant variances.

2017 Plan Year Report Variances

Total Program Cost Variances

Eversource Electric

June 8, 2018

Total Program Cost Variances									
Program	Planned				Actual		Planned v. Preliminary (%)		
	2016	2017	2018	2016-2018	2016	2017	Planned 2016 + 2017 % Total	Preliminary 2016 + 2017 % Total Plan	Planned v Preliminary (%)
A - Residential	113,657,933	114,292,904	115,337,771	343,288,608	86,348,287	89,931,910	66%	51%	-22.7%
A1 - Residential Whole House	61,936,967	63,806,216	66,402,227	192,145,410	51,460,355	45,664,977	65%	51%	-22.8%
A1a - Residential New Construction	3,222,973	3,436,083	3,478,693	10,137,750	4,961,225	5,789,068	66%	106%	61.4%
A1b - Residential Multi-Family Retrofit	6,618,567	6,688,700	6,765,446	20,072,713	9,411,162	4,030,217	66%	67%	1.0%
A1c - Residential Home Energy Services - Measures	41,617,708	42,796,875	44,548,099	128,962,682	28,939,015	27,716,175	65%	44%	-32.9%
A1d - Residential Home Energy Services - RCS	7,197,681	7,712,220	8,266,899	23,176,801	4,997,793	5,053,963	64%	43%	-32.6%
A1e - Residential Behavior/Feedback Program	3,280,038	3,172,338	3,343,089	9,795,465	3,151,160	3,075,553	66%	64%	-3.5%
A2 - Residential Products	35,763,822	33,731,099	31,212,579	100,707,500	25,854,015	34,680,835	69%	60%	-12.9%
A2a - Residential Heating & Cooling Equipment	5,065,122	5,094,808	5,124,906	15,284,836	4,704,078	5,656,507	66%	68%	2.0%
A2b - Residential Consumer Products	2,969,283	3,215,493	3,190,894	9,375,670	2,795,577	3,296,151	66%	65%	-1.5%
A2c - Residential Lighting	27,729,417	25,420,798	22,896,779	76,046,994	18,354,360	25,728,177	70%	58%	-17.1%
B - Low-Income	30,437,984	30,142,993	29,295,126	89,876,103	28,205,090	28,419,298	67%	63%	-6.5%
B1 - Low-Income Whole House	29,838,601	29,544,007	28,702,189	88,084,798	27,811,340	28,008,156	67%	63%	-6.0%
B1a - Low-Income Single Family Retrofit	14,252,297	14,494,142	14,680,489	43,426,928	11,248,761	12,343,153	66%	54%	-17.9%
B1b - Low-Income Multi-Family Retrofit	15,586,304	15,049,865	14,021,700	44,657,870	16,562,579	15,665,003	69%	72%	5.2%
C - Commercial & Industrial	134,923,505	144,972,464	153,324,850	433,220,819	128,006,226	122,508,237	65%	58%	-10.5%
C1 - C&I New Construction	29,051,676	29,245,605	28,876,038	87,173,319	22,954,591	23,192,431	67%	53%	-20.8%
C1a - C&I New Buildings & Major Renovations	20,499,654	21,469,108	20,270,785	62,239,546	13,003,490	14,071,317	67%	44%	-35.5%
C1b - C&I Initial Purchase & End of Useful Life	8,552,022	7,776,498	8,605,253	24,933,773	9,951,101	9,121,114	65%	76%	16.8%
C2 - C&I Retrofit	103,025,013	112,887,671	121,549,703	337,462,387	103,417,412	97,674,584	64%	60%	-6.9%
C2a - C&I Existing Building Retrofit	54,532,701	60,151,839	66,375,856	181,060,396	45,986,510	49,096,470	63%	53%	-17.1%
C2b - C&I Small Business	32,702,645	32,820,660	32,775,906	98,299,212	39,460,660	34,995,924	67%	76%	13.6%
C2c - C&I Multifamily Retrofit	3,369,937	3,247,629	3,344,232	9,961,798	4,456,854	3,066,493	66%	76%	13.7%
C2d - C&I Upstream Lighting	12,419,731	16,667,543	19,053,708	48,140,982	13,513,388	10,515,697	60%	50%	-17.4%
Grand Total	279,019,422	289,408,361	297,957,747	866,385,530	242,559,603	240,859,445	66%	56%	-15.0%

Notes

Plan year core initiative significant variance explanations are required for: (1) variances between planned and actual core initiative budget of 15 percent or greater.

2017 Plan Year Report Variances

Lifetime Electric Savings (MWh) Variances

Eversource Electric

June 8, 2018

Lifetime Electric Savings (MWh) Variances									
Program	Planned				Preliminary		Planned v. Preliminary (%)		
	2016	2017	2018	2016-2018	2016	2017	Planned 2016 + 2017 % Total	Preliminary 2016 + 2017 % Total Plan	Planned v Preliminary (%)
A - Residential	2,032,077	1,803,115	1,569,083	5,404,274	2,158,358	2,665,733	71%	89%	25.8%
A1 - Residential Whole House	525,544	490,293	465,621	1,481,459	645,182	641,981	69%	87%	26.7%
A1a - Residential New Construction	62,981	61,223	67,342	191,546	130,442	169,066	65%	156%	141.1%
A1b - Residential Multi-Family Retrofit	35,271	35,010	34,579	104,860	37,289	18,125	67%	53%	-21.2%
A1c - Residential Home Energy Services - Measures	382,573	349,341	318,980	1,050,893	425,005	399,720	70%	78%	12.7%
A1d - Residential Home Energy Services - RCS	-	-	-	-	-	-			
A1e - Residential Behavior/Feedback Program	44,720	44,720	44,720	134,160	52,446	55,071	67%	80%	20.2%
A2 - Residential Products	1,506,532	1,312,822	1,103,462	3,922,815	1,513,176	2,023,752	72%	90%	25.5%
A2a - Residential Heating & Cooling Equipment	58,693	58,693	58,693	176,080	60,549	73,574	67%	76%	14.3%
A2b - Residential Consumer Products	37,292	36,885	33,144	107,322	45,316	51,525	69%	90%	30.6%
A2c - Residential Lighting	1,410,547	1,217,243	1,011,624	3,639,414	1,407,311	1,898,653	72%	91%	25.8%
B - Low-Income	146,762	140,373	134,682	421,818	172,510	177,525	68%	83%	21.9%
B1 - Low-Income Whole House	146,762	140,373	134,682	421,818	172,510	177,525	68%	83%	21.9%
B1a - Low-Income Single Family Retrofit	62,515	62,785	61,214	186,513	71,896	79,270	67%	81%	20.6%
B1b - Low-Income Multi-Family Retrofit	84,247	77,589	73,469	235,305	100,614	98,255	69%	85%	22.9%
C - Commercial & Industrial	4,340,494	4,978,456	5,670,441	14,989,391	5,054,178	5,446,286	62%	70%	12.7%
C1 - C&I New Construction	851,944	867,120	882,513	2,601,577	1,368,903	841,357	66%	85%	28.6%
C1a - C&I New Buildings & Major Renovations	511,846	527,022	542,415	1,581,283	523,915	428,977	66%	60%	-8.3%
C1b - C&I Initial Purchase & End of Useful Life	340,098	340,098	340,098	1,020,293	844,988	412,381	67%	123%	84.9%
C2 - C&I Retrofit	3,488,550	4,111,336	4,787,928	12,387,814	3,685,275	4,604,929	61%	67%	9.1%
C2a - C&I Existing Building Retrofit	2,352,715	2,978,280	3,663,631	8,994,625	2,068,063	3,053,124	59%	57%	-3.9%
C2b - C&I Small Business	533,621	533,621	533,621	1,600,864	678,086	882,303	67%	97%	46.2%
C2c - C&I Multifamily Retrofit	50,065	49,627	49,627	149,318	45,253	28,685	67%	50%	-25.8%
C2d - C&I Upstream Lighting	552,149	549,808	541,049	1,643,006	893,872	640,816	67%	93%	39.3%
Grand Total	6,519,333	6,921,944	7,374,206	20,815,483	7,385,046	8,289,544	65%	75%	16.6%

Notes

Plan year core initiative significant variance explanations are required for: (2) variances between planned and preliminary core initiative total lifetime savings showing a decrease of 15 percent or greater.

2017 Plan Year Report Variances

Total Benefits (2016\$) Variances

Eversource Electric

June 8, 2018

Total Benefits (2016\$) Variances									
Program	Planned				Preliminary		Planned v. Preliminary (%)		
	2016	2017	2018	2016-2018	2016	2017	Planned 2016 + 2017 % Total	Preliminary 2016 + 2017 % Total Plan	Planned v Preliminary (%)
A - Residential	358,375,247	333,116,827	310,289,290	1,001,781,365	368,382,287	403,708,844	69%	77%	11.7%
A1 - Residential Whole House	196,206,640	194,534,899	194,616,590	585,358,130	206,143,539	204,849,521	67%	70%	5.2%
A1a - Residential New Construction	27,632,875	28,254,703	29,065,383	84,952,962	46,422,693	63,926,059	66%	130%	97.4%
A1b - Residential Multi-Family Retrofit	7,041,479	7,045,914	7,096,872	21,184,265	7,092,820	3,675,971	66%	51%	-23.6%
A1c - Residential Home Energy Services - Measures	154,064,617	152,242,470	152,939,287	459,246,374	143,906,477	128,661,688	67%	59%	-11.0%
A1d - Residential Home Energy Services - RCS	-	-	-	-	-	-			
A1e - Residential Behavior/Feedback Program	7,467,669	6,991,812	5,515,048	19,974,529	8,721,549	8,585,803	72%	87%	19.7%
A2 - Residential Products	162,168,607	138,581,928	115,672,700	416,423,235	162,238,748	198,859,322	72%	87%	20.1%
A2a - Residential Heating & Cooling Equipment	8,158,072	8,130,937	8,158,956	24,447,965	8,111,363	9,506,432	67%	72%	8.2%
A2b - Residential Consumer Products	4,815,267	4,766,973	4,348,537	13,930,776	6,646,949	7,400,812	69%	101%	46.6%
A2c - Residential Lighting	149,195,268	125,684,018	103,165,208	378,044,494	147,480,436	181,952,078	73%	87%	19.8%
B - Low-Income	46,646,904	45,387,951	44,841,427	136,876,282	45,278,396	46,204,465	67%	67%	-0.6%
B1 - Low-Income Whole House	46,646,904	45,387,951	44,841,427	136,876,282	45,278,396	46,204,465	67%	67%	-0.6%
B1a - Low-Income Single Family Retrofit	28,376,696	28,775,834	29,021,596	86,174,126	29,333,752	31,692,750	66%	71%	6.8%
B1b - Low-Income Multi-Family Retrofit	18,270,208	16,612,116	15,819,831	50,702,156	15,944,644	14,511,714	69%	60%	-12.7%
C - Commercial & Industrial	602,347,230	627,347,128	663,752,996	1,893,447,353	713,109,226	637,419,776	65%	71%	9.8%
C1 - C&I New Construction	112,197,551	114,149,804	116,717,399	343,064,754	182,552,449	103,695,112	66%	83%	26.5%
C1a - C&I New Buildings & Major Renovations	66,685,135	68,337,489	70,391,122	205,413,746	70,396,841	57,092,106	66%	62%	-5.6%
C1b - C&I Initial Purchase & End of Useful Life	45,512,416	45,812,315	46,326,277	137,651,007	112,155,608	46,603,007	66%	115%	73.8%
C2 - C&I Retrofit	490,149,679	513,197,324	547,035,596	1,550,382,600	530,556,777	533,724,663	65%	69%	6.1%
C2a - C&I Existing Building Retrofit	324,766,076	355,127,778	393,668,434	1,073,562,287	287,476,328	320,902,463	63%	57%	-10.5%
C2b - C&I Small Business	80,866,037	79,717,690	79,086,658	239,670,385	104,833,270	116,741,198	67%	92%	38.0%
C2c - C&I Multifamily Retrofit	7,221,556	7,349,708	7,326,859	21,898,124	6,468,155	2,859,260	67%	43%	-36.0%
C2d - C&I Upstream Lighting	77,296,010	71,002,148	66,953,646	215,251,804	131,779,023	93,221,743	69%	105%	51.7%
Grand Total	1,007,369,381	1,005,851,906	1,018,883,713	3,032,105,001	1,126,769,909	1,087,333,084	66%	73%	10.0%

Notes

Plan year core initiative significant variance explanations are required for: (3) variances between planned and preliminary core initiative total benefits showing a decrease of 15 percent or greater.

2017 Plan Year Report Variances
Total Resource Benefits (2016\$) Variances
Eversource Electric
June 8, 2018

Total Resource Benefits (2016\$) Variances			
Program	2017		
	Preliminary	Evaluated	Preliminary v Evaluated (%)
A - Residential	385,433,276	292,215,666	-24.2%
A1 - Residential Whole House	186,941,061	145,714,455	-22.1%
A1a - Residential New Construction	60,656,895	31,875,558	-47.4%
A1b - Residential Multi-Family Retrofit	2,486,609	2,923,415	17.6%
A1c - Residential Home Energy Services - Measures	115,211,753	102,329,678	-11.2%
A1d - Residential Home Energy Services - RCS	-	-	
A1e - Residential Behavior/Feedback Program	8,585,803	8,585,803	0.0%
A2 - Residential Products	198,492,215	146,501,211	-26.2%
A2a - Residential Heating & Cooling Equipment	9,293,919	9,151,728	-1.5%
A2b - Residential Consumer Products	7,400,812	7,422,639	0.3%
A2c - Residential Lighting	181,797,484	129,926,845	-28.5%
B - Low-Income	34,785,305	35,266,122	1.4%
B1 - Low-Income Whole House	34,785,305	35,266,122	1.4%
B1a - Low-Income Single Family Retrofit	24,561,830	23,436,346	-4.6%
B1b - Low-Income Multi-Family Retrofit	10,223,475	11,829,776	15.7%
C - Commercial & Industrial	592,132,767	562,922,085	-4.9%
C1 - C&I New Construction	103,695,112	95,894,771	-7.5%
C1a - C&I New Buildings & Major Renovations	57,092,106	49,848,581	-12.7%
C1b - C&I Initial Purchase & End of Useful Life	46,603,007	46,046,190	-1.2%
C2 - C&I Retrofit	488,437,655	467,027,314	-4.4%
C2a - C&I Existing Building Retrofit	289,397,765	286,783,050	-0.9%
C2b - C&I Small Business	113,372,879	108,572,342	-4.2%
C2c - C&I Multifamily Retrofit	2,859,260	4,392,523	53.6%
C2d - C&I Upstream Lighting	82,807,751	67,279,399	-18.8%
Grand Total	1,012,351,347	890,403,873	-12.0%

Notes

Plan year core initiative significant variance explanations are required for: (4) variances between preliminary and evaluated core initiative total resource benefits showing a decrease of 15 percent or greater.

Program Administrator Budgets, Plan Year Summary

2017 Planned vs. Evaluated

Eversource Electric
June 8, 2018

2017 Planned Program Administrator Budget										
Program	Program Costs						Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs				
A - Residential	5,668,244	7,338,910	77,725,121	20,660,042	2,900,586	114,292,904	5,981,659	120,274,563	76	2.63
A1 - Residential Whole House	3,178,550	2,269,084	41,042,331	15,137,171	2,179,080	63,806,216	3,445,577	67,251,794	160	2.68
A1a - Residential New Construction	393,205	125,108	2,472,097	288,784	156,890	3,436,083	505,358	3,941,441	1,074	7.69
A1b - Residential Multi-Family Retrofit	512,341	198,862	4,631,454	949,755	396,290	6,688,700	87,959	6,776,660	763	0.87
A1c - Residential Home Energy Services - Measures	1,551,805	972,557	33,938,781	4,749,752	1,583,980	42,796,875	2,734,667	45,531,542	7,102	3.08
A1d - Residential Home Energy Services - RCS	486,551	972,557	-	6,253,112	-	7,712,220	-	7,712,220	-	-
A1e - Residential Behavior/Feedback Program	234,648	-	-	2,895,770	41,920	3,172,338	117,593	3,289,931	8	2.20
A2 - Residential Products	1,628,213	3,858,016	24,664,961	2,858,404	721,506	33,731,099	2,536,081	36,267,180	31	3.84
A2a - Residential Heating & Cooling Equipment	467,403	177,838	3,721,370	664,231	63,965	5,094,808	91,780	5,186,589	340	1.49
A2b - Residential Consumer Products	240,919	1,091,014	778,841	967,735	136,984	3,215,493	62,880	3,278,373	237	1.48
A2c - Residential Lighting	919,891	2,589,163	20,164,750	1,226,437	520,556	25,420,798	2,381,421	27,802,219	24	4.61
A3 - Residential Hard-to-Measure	861,481	1,211,811	12,017,830	2,664,467	-	16,755,588	-	16,755,588	-	-
A3a - Residential Statewide Marketing	-	927,089	-	-	-	927,089	-	927,089	-	-
A3b - Residential Statewide Database	80,633	-	-	-	-	80,633	-	80,633	-	-
A3c - Residential DOER Assessment	465,872	-	-	-	-	465,872	-	465,872	-	-
A3d - Residential EEAC Consultants	-	-	-	-	-	-	-	-	-	-
A3e - Residential Sponsorships & Subscriptions	121,629	44,571	-	-	-	166,200	-	166,200	-	-
A3f - Residential HEAT Loan	16,047	92,950	12,017,830	1,039,418	-	13,166,244	-	13,166,244	-	-
A3g - Residential Workforce Development	-	-	-	31,102	-	31,102	-	31,102	-	-
A3h - Residential R&D and Demonstration	-	-	-	250,000	-	250,000	-	250,000	-	-
A3i - Residential Education	177,300	147,200	-	1,343,948	-	1,668,448	-	1,668,448	-	-
B - Low-Income	1,740,420	531,966	21,254,240	5,695,426	920,941	30,142,993	669,443	30,812,435	2,320	1.09
B1 - Low-Income Whole House	1,248,967	424,434	21,254,240	5,695,426	920,941	29,544,007	669,443	30,213,450	2,273	1.11
B1a - Low-Income Single Family Retrofit	621,242	212,217	10,657,002	2,736,950	266,731	14,494,142	468,882	14,963,024	3,375	1.50
B1b - Low-Income Multi-Family Retrofit	627,725	212,217	10,597,238	2,958,476	654,210	15,049,865	200,561	15,250,426	1,730	0.75
B2 - Low-Income Hard-to-Measure	491,453	107,533	-	-	-	598,985	-	598,985	-	-
B2a - Low-Income Statewide Marketing	-	104,095	-	-	-	104,095	-	104,095	-	-
B2b - Low-Income Statewide Database	9,425	-	-	-	-	9,425	-	9,425	-	-
B2c - Low-Income DOER Assessment	171,473	-	-	-	-	171,473	-	171,473	-	-
B2d - Low-Income Energy Affordability Network	298,411	-	-	-	-	298,411	-	298,411	-	-
B2e - Low-Income Sponsorships & Subscriptions	12,143	3,437	-	-	-	15,580	-	15,580	-	-
C - Commercial & Industrial	15,169,797	2,085,643	100,958,039	22,297,421	4,461,563	144,972,464	11,231,461	156,203,925	17,038	3.68
C1 - C&I New Construction	4,928,821	247,299	16,169,377	6,870,220	1,029,889	29,245,605	2,130,646	31,376,252	51,039	3.90
C1a - C&I New Buildings & Major Renovations	3,610,944	166,714	10,824,319	5,955,341	911,790	21,469,108	1,227,585	22,696,693	64,666	3.18
C1b - C&I Initial Purchase & End of Useful Life	1,317,877	80,585	5,345,058	914,879	118,099	7,776,498	903,061	8,679,559	32,268	5.89
C2 - C&I Retrofit	8,618,389	1,146,744	84,788,662	14,902,202	3,431,674	112,887,671	9,100,815	121,988,486	14,225	3.72
C2a - C&I Existing Building Retrofit	5,710,128	557,839	44,096,650	8,054,719	1,732,503	60,151,839	6,491,696	66,643,535	66,540	4.79
C2b - C&I Small Business	1,684,239	398,065	23,441,791	6,275,241	1,021,325	32,820,660	1,305,921	34,126,581	14,548	1.96
C2c - C&I Multifamily Retrofit	321,093	27,475	2,531,778	158,298	208,986	3,247,629	119,856	3,367,486	216,509	1.68
C2d - C&I Upstream Lighting	902,929	163,366	14,718,443	413,944	468,861	16,667,543	1,183,341	17,850,883	3,501	3.68
C3 - C&I Hard-to-Measure	1,622,587	691,601	-	525,000	-	2,839,188	-	2,839,188	-	-
C3a - C&I Statewide Marketing	-	609,189	-	-	-	609,189	-	609,189	-	-
C3b - C&I Statewide Database	53,956	-	-	-	-	53,956	-	53,956	-	-
C3c - C&I DOER Assessment	955,204	-	-	-	-	955,204	-	955,204	-	-
C3d - C&I EEAC Consultants	-	-	-	-	-	-	-	-	-	-
C3e - C&I Sponsorships & Subscriptions	613,427	82,412	-	-	-	695,839	-	695,839	-	-
C3f - C&I Workforce Development	-	-	-	275,000	-	275,000	-	275,000	-	-
C3g - C&I R&D and Demonstration	-	-	-	250,000	-	250,000	-	250,000	-	-
Grand Total	22,578,461	9,956,520	199,937,400	48,652,889	8,283,090	289,408,361	17,882,562	307,290,923	190	3.00

Program Administrator Budgets, Plan Year Summary

2017 Planned vs. Evaluated

Eversource Electric

June 8, 2018

2017 Evaluated Program Administrator Budget										
Program	Program Costs						Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs				
A - Residential	3,719,385	5,991,507	62,778,087	14,357,197	3,085,734	89,931,910	5,669,821	95,601,731	53	3.25
A1 - Residential Whole House	2,087,868	1,646,333	29,256,381	10,362,021	2,312,373	45,664,977	2,913,827	48,578,804	105	3.19
A1a - Residential New Construction	244,338	29,493	4,887,425	461,320	166,491	5,789,068	570,820	6,359,888	1,098	5.51
A1b - Residential Multi-Family Retrofit	312,596	45,796	2,703,937	547,345	420,543	4,030,217	41,908	4,072,125	881	0.73
A1c - Residential Home Energy Services - Measures	1,046,474	782,576	21,665,019	2,541,187	1,680,920	27,716,175	2,148,339	29,864,515	2,266	3.69
A1d - Residential Home Energy Services - RCS	338,128	788,468	-	3,927,367	-	5,053,963	-	5,053,963	-	-
A1e - Residential Behavior/Feedback Program	146,332	-	-	2,884,803	44,419	3,075,553	152,760	3,228,313	7	2.79
A2 - Residential Products	1,041,605	3,369,072	27,371,264	2,133,233	765,662	34,680,835	2,755,994	37,436,829	27	4.22
A2a - Residential Heating & Cooling Equipment	284,858	126,003	4,516,038	661,727	67,880	5,656,507	110,115	5,766,622	270	1.62
A2b - Residential Consumer Products	144,942	873,517	1,238,725	893,599	145,368	3,296,151	109,206	3,405,357	164	2.25
A2c - Residential Lighting	611,805	2,369,551	21,616,501	577,906	552,414	25,728,177	2,536,673	28,264,850	21	5.05
A3 - Residential Hard-to-Measure	589,912	976,102	6,150,442	1,861,943	7,699	9,586,098	-	9,586,098	-	-
A3a - Residential Statewide Marketing	-	731,579	-	-	-	731,579	-	731,579	-	-
A3b - Residential Statewide Database	5,176	-	-	-	-	5,176	-	5,176	-	-
A3c - Residential DOER Assessment	447,593	-	-	-	-	447,593	-	447,593	-	-
A3d - Residential EEAC Consultants	-	-	-	-	-	-	-	-	-	-
A3e - Residential Sponsorships & Subscriptions	19,364	4,071	-	-	7,699	31,134	-	31,134	-	-
A3f - Residential HEAT Loan	9,923	55,270	6,150,442	986,525	-	7,202,160	-	7,202,160	-	-
A3g - Residential Workforce Development	-	-	-	31,586	-	31,586	-	31,586	-	-
A3h - Residential R&D and Demonstration	-	-	-	19,046	-	19,046	-	19,046	-	-
A3i - Residential Education	107,857	185,182	-	824,787	-	1,117,826	-	1,117,826	-	-
B - Low-Income	1,210,000	275,764	20,837,961	5,073,908	1,021,665	28,419,298	946,099	29,365,397	1,309	1.24
B1 - Low-Income Whole House	878,904	195,719	20,837,961	5,073,908	1,021,665	28,008,156	946,099	28,954,255	1,290	1.26
B1a - Low-Income Single Family Retrofit	438,035	116,009	9,246,873	2,336,163	206,073	12,343,153	711,112	13,054,265	1,798	1.90
B1b - Low-Income Multi-Family Retrofit	440,869	79,709	11,591,088	2,737,745	815,591	15,665,003	234,986	15,899,990	1,055	0.76
B2 - Low-Income Hard-to-Measure	331,097	80,045	-	-	-	411,142	-	411,142	-	-
B2a - Low-Income Statewide Marketing	-	80,045	-	-	-	80,045	-	80,045	-	-
B2b - Low-Income Statewide Database	605	-	-	-	-	605	-	605	-	-
B2c - Low-Income DOER Assessment	164,265	-	-	-	-	164,265	-	164,265	-	-
B2d - Low-Income Energy Affordability Network	166,226	-	-	-	-	166,226	-	166,226	-	-
B2e - Low-Income Sponsorships & Subscriptions	-	-	-	-	-	-	-	-	-	-
C - Commercial & Industrial	10,548,461	1,597,603	98,974,578	8,229,384	3,158,210	122,508,237	11,968,793	134,477,030	12,573	4.59
C1 - C&I New Construction	3,405,154	202,842	15,187,768	3,842,656	554,011	23,192,431	1,843,179	25,035,609	26,415	4.13
C1a - C&I New Buildings & Major Renovations	2,468,311	135,630	8,207,588	2,839,964	419,824	14,071,317	975,148	15,046,465	50,799	3.54
C1b - C&I Initial Purchase & End of Useful Life	936,843	67,211	6,980,180	1,002,692	134,187	9,121,114	868,031	9,989,144	15,177	5.05
C2 - C&I Retrofit	6,158,618	903,890	83,786,810	4,240,864	2,584,402	97,674,584	10,125,614	107,800,198	11,017	4.78
C2a - C&I Existing Building Retrofit	4,032,555	420,912	40,367,818	2,921,308	1,353,877	49,096,470	6,291,420	55,387,890	60,838	5.84
C2b - C&I Small Business	1,246,916	342,917	32,272,021	367,264	766,805	34,995,924	2,412,232	37,408,156	15,922	3.10
C2c - C&I Multifamily Retrofit	222,447	19,349	2,447,196	307,327	70,174	3,066,493	90,613	3,157,106	438,070	1.43
C2d - C&I Upstream Lighting	656,699	120,713	8,699,775	644,964	393,545	10,515,697	1,331,349	11,847,045	1,796	6.40
C3 - C&I Hard-to-Measure	984,689	490,871	-	145,865	19,798	1,641,222	-	1,641,222	-	-
C3a - C&I Statewide Marketing	-	479,892	-	-	-	479,892	-	479,892	-	-
C3b - C&I Statewide Database	3,463	-	-	-	-	3,463	-	3,463	-	-
C3c - C&I DOER Assessment	917,788	-	-	-	-	917,788	-	917,788	-	-
C3d - C&I EEAC Consultants	-	-	-	-	-	-	-	-	-	-
C3e - C&I Sponsorships & Subscriptions	63,438	10,979	-	-	19,798	94,215	-	94,215	-	-
C3f - C&I Workforce Development	-	-	-	81,453	-	81,453	-	81,453	-	-
C3g - C&I R&D and Demonstration	-	-	-	64,412	-	64,412	-	64,412	-	-
Grand Total	15,477,846	7,864,874	182,590,626	27,660,489	7,265,610	240,859,445	18,584,712	259,444,158	139	3.70

Program Administrator Budgets, Plan Year Summary

2017 Planned vs. Evaluated

Eversource Electric
June 8, 2018

2017 Planned v. Evaluated Program Administrator Budget Variances (%)											
Program	Program Costs					Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost		
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research					Total Program Costs	
A - Residential	-34%	-18%	-19%	-31%	6%	-21%	-5%	-21%	-31%	24%	
A1 - Residential Whole House	-34%	-27%	-29%	-32%	6%	-28%	-15%	-28%	-35%	19%	
A1a - Residential New Construction	-38%	-76%	98%	60%	6%	68%	13%	61%	2%	-28%	
A1b - Residential Multi-Family Retrofit	-39%	-77%	-42%	-42%	6%	-40%	-52%	-40%	15%	-17%	
A1c - Residential Home Energy Services - Measures	-33%	-20%	-36%	-46%	6%	-35%	-21%	-34%	-68%	20%	
A1d - Residential Home Energy Services - RCS	-31%	-19%		-37%		-34%		-34%			
A1e - Residential Behavior/Feedback Program	-38%			0%	6%	-3%	30%	-2%	-11%	27%	
A2 - Residential Products	-36%	-13%	11%	-25%	6%	3%	9%	3%	-11%	10%	
A2a - Residential Heating & Cooling Equipment	-39%	-29%	21%	0%	6%	11%	20%	11%	-21%	8%	
A2b - Residential Consumer Products	-40%	-20%	59%	-8%	6%	3%	74%	4%	-31%	52%	
A2c - Residential Lighting	-33%	-8%	7%	-53%	6%	1%	7%	2%	-12%	10%	
A3 - Residential Hard-to-Measure	-32%	-19%	-49%	-30%		-43%		-43%			
A3a - Residential Statewide Marketing		-21%				-21%		-21%			
A3b - Residential Statewide Database	-94%					-94%		-94%			
A3c - Residential DOER Assessment	-4%					-4%		-4%			
A3d - Residential EEAC Consultants											
A3e - Residential Sponsorships & Subscriptions	-84%	-91%				-81%		-81%			
A3f - Residential HEAT Loan	-38%	-41%	-49%	-5%		-45%		-45%			
A3g - Residential Workforce Development				2%		2%		2%			
A3h - Residential R&D and Demonstration				-92%		-92%		-92%			
A3i - Residential Education	-39%	26%		-39%		-33%		-33%			
B - Low-Income	-30%	-48%	-2%	-11%	11%	-6%	41%	-5%	-44%	14%	
B1 - Low-Income Whole House	-30%	-54%	-2%	-11%	11%	-5%	41%	-4%	-43%	13%	
B1a - Low-Income Single Family Retrofit	-29%	-45%	-13%	-15%	-23%	-15%	52%	-13%	-47%	27%	
B1b - Low-Income Multi-Family Retrofit	-30%	-62%	9%	-7%	25%	4%	17%	4%	-39%	1%	
B2 - Low-Income Hard-to-Measure	-33%	-26%				-31%		-31%			
B2a - Low-Income Statewide Marketing		-23%				-23%		-23%			
B2b - Low-Income Statewide Database	-94%					-94%		-94%			
B2c - Low-Income DOER Assessment	-4%					-4%		-4%			
B2d - Low-Income Energy Affordability Network	-44%					-44%		-44%			
B2e - Low-Income Sponsorships & Subscriptions	-100%	-100%				-100%		-100%			
C - Commercial & Industrial	-30%	-23%	-2%	-63%	-29%	-15%	7%	-14%	-26%	25%	
C1 - C&I New Construction	-31%	-18%	-6%	-44%	-46%	-21%	-13%	-20%	-48%	6%	
C1a - C&I New Buildings & Major Renovations	-32%	-19%	-24%	-52%	-54%	-34%	-21%	-34%	-21%	11%	
C1b - C&I Initial Purchase & End of Useful Life	-29%	-17%	31%	10%	14%	17%	-4%	15%	-53%	-14%	
C2 - C&I Retrofit	-29%	-21%	-1%	-72%	-25%	-13%	11%	-12%	-23%	29%	
C2a - C&I Existing Building Retrofit	-29%	-25%	-8%	-64%	-22%	-18%	-3%	-17%	-9%	22%	
C2b - C&I Small Business	-26%	-14%	38%	-94%	-25%	7%	85%	10%	9%	58%	
C2c - C&I Multifamily Retrofit	-31%	-30%	-3%	94%	-66%	-6%	-24%	-6%	102%	-15%	
C2d - C&I Upstream Lighting	-27%	-26%	-41%	56%	-16%	-37%	13%	-34%	-49%	74%	
C3 - C&I Hard-to-Measure	-39%	-29%		-72%		-42%		-42%			
C3a - C&I Statewide Marketing		-21%				-21%		-21%			
C3b - C&I Statewide Database	-94%					-94%		-94%			
C3c - C&I DOER Assessment	-4%					-4%		-4%			
C3d - C&I EEAC Consultants											
C3e - C&I Sponsorships & Subscriptions	-90%	-87%				-86%		-86%			
C3f - C&I Workforce Development				-70%		-70%		-70%			
C3g - C&I R&D and Demonstration				-74%		-74%		-74%			
Grand Total	-31%	-21%	-9%	-43%	-12%	-17%	4%	-16%	-27%	23%	

Notes

- Where not otherwise indicated, budgets for each year are represented in nominal dollars (2016\$, 2017\$, 2018\$).
- Refer to common definitions for allocation of costs.
- EEAC Consultant fees on the electric side do not get paid out of the Program Administrators' budgets, but are instead paid by the DOER out of the RGGI proceeds.
- The budgets in the above tables do not include costs associated with the Program Administrator's demand response activities.
- The plan year variances provided above are intended to indicate the Program Administrator's performance in the plan year only. The variances used to determine significant variances are provided separately. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.
- In accordance with the Department's directive in 2016 2018 Three-Year Plans Order, D.P.U. 15-160 through D.P.U. 15-169 at 40, the Program Administrators are providing notice to the Department of a reclassification in cost categories for potential studies. Potential study costs were classified as PP&A in the 2016-2018 Plan because they were expected to be expended as part of a planning process; however, the Program Administrators determined in 2016 that the costs are more appropriately classified as Evaluation and Market Research based on cost causation principles. While potential studies continue to be a planning tool for the Program Administrators, these studies are more appropriately categorized as market research costs and therefore were charged to Evaluation and Market Research. All Program Administrators have made this change consistently. No other change in cost categories has been made by the Program Administrators since the 2016-2018 Plan.

Program Administrator Budgets, Three-Year Total
2016-2018 Program Administrator Budget
Eversource Electric
June 8, 2018

2016 Evaluated Program Administrator Budget										
Program	Program Costs						Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs				
A - Residential	3,432,720	5,440,244	60,896,601	14,334,240	2,244,482	86,348,287	4,905,118	91,253,405	56	3.00
A1 - Residential Whole House	1,829,002	1,405,361	36,089,178	10,458,665	1,678,149	51,460,355	2,937,347	54,397,702	115	2.90
A1a - Residential New Construction	232,028	48,947	4,000,360	583,093	96,797	4,961,225	230,611	5,191,836	1,314	3.58
A1b - Residential Multi-Family Retrofit	299,107	42,378	7,982,903	782,399	304,375	9,411,162	75,547	9,486,709	911	0.56
A1c - Residential Home Energy Services - Measures	877,426	669,558	24,105,915	2,032,858	1,253,258	28,939,015	2,477,265	31,416,280	4,801	4.05
A1d - Residential Home Energy Services - RCS	281,712	644,478	-	4,071,603	-	4,997,793	-	4,997,793	-	-
A1e - Residential Behavior/Feedback Program	138,729	-	-	2,988,712	23,719	3,151,160	153,924	3,305,084	7	2.83
A2 - Residential Products	1,003,142	3,204,149	19,034,806	2,090,800	521,118	25,854,015	1,967,772	27,821,787	24	4.25
A2a - Residential Heating & Cooling Equipment	270,946	104,452	3,549,069	731,135	48,476	4,704,078	89,992	4,794,070	306	1.61
A2b - Residential Consumer Products	153,042	806,771	1,047,369	689,863	98,532	2,795,577	102,731	2,898,308	111	2.40
A2c - Residential Lighting	579,154	2,292,926	14,438,368	669,802	374,110	18,354,360	1,775,048	20,129,408	18	5.21
A3 - Residential Hard-to-Measure	600,576	830,734	5,772,617	1,784,775	45,215	9,033,917	-	9,033,917	-	-
A3a - Residential Statewide Marketing	-	575,776	-	-	-	575,776	-	575,776	-	-
A3b - Residential Statewide Database	16,507	-	-	-	-	16,507	-	16,507	-	-
A3c - Residential DOER Assessment	452,002	-	-	-	-	452,002	-	452,002	-	-
A3d - Residential EEAC Consultants	-	-	-	-	-	-	-	-	-	-
A3e - Residential Sponsorships & Subscriptions	18,400	1,710	-	-	-	20,110	-	20,110	-	-
A3f - Residential HEAT Loan	9,988	110,490	5,772,617	595,503	-	6,488,598	-	6,488,598	-	-
A3g - Residential Workforce Development	-	-	-	27,564	-	27,564	-	27,564	-	-
A3h - Residential R&D and Demonstration	-	-	-	65,539	45,215	110,754	-	110,754	-	-
A3i - Residential Education	103,679	142,758	-	1,096,169	-	1,342,606	-	1,342,606	-	-
B - Low-Income	1,120,271	286,876	20,908,915	5,164,519	724,509	28,205,090	865,883	29,070,973	1,829	1.23
B1 - Low-Income Whole House	802,074	211,323	20,908,915	5,164,519	724,509	27,811,340	865,883	28,677,223	1,804	1.24
B1a - Low-Income Single Family Retrofit	390,209	146,847	8,319,183	2,217,445	175,076	11,248,761	635,524	11,884,284	1,757	1.86
B1b - Low-Income Multi-Family Retrofit	411,865	64,476	12,589,732	2,947,073	549,433	16,562,579	230,360	16,792,939	1,837	0.83
B2 - Low-Income Hard-to-Measure	318,197	75,553	-	-	-	393,750	-	393,750	-	-
B2a - Low-Income Statewide Marketing	-	75,553	-	-	-	75,553	-	75,553	-	-
B2b - Low-Income Statewide Database	1,929	-	-	-	-	1,929	-	1,929	-	-
B2c - Low-Income DOER Assessment	166,384	-	-	-	-	166,384	-	166,384	-	-
B2d - Low-Income Energy Affordability Network	149,884	-	-	-	-	149,884	-	149,884	-	-
B2e - Low-Income Sponsorships & Subscriptions	-	-	-	-	-	-	-	-	-	-
C - Commercial & Industrial	10,041,432	1,125,098	105,611,988	9,110,608	2,117,100	128,006,226	14,957,021	142,963,248	11,645	5.54
C1 - C&I New Construction	3,310,621	192,872	16,034,687	2,957,514	458,897	22,954,591	4,319,974	27,274,565	36,007	9.89
C1a - C&I New Buildings & Major Renovations	2,354,265	117,240	7,884,436	2,251,194	396,355	13,003,490	1,320,358	14,323,848	53,512	5.39
C1b - C&I Initial Purchase & End of Useful Life	956,356	75,632	8,150,251	706,320	62,542	9,951,101	2,999,616	12,950,717	25,225	15.78
C2 - C&I Retrofit	5,742,314	376,634	89,577,301	6,062,960	1,658,203	103,417,412	10,637,047	114,054,460	9,987	4.66
C2a - C&I Existing Building Retrofit	3,781,597	171,862	37,772,226	3,406,254	854,571	45,986,510	5,576,139	51,562,649	51,382	5.39
C2b - C&I Small Business	1,191,729	120,412	35,959,488	1,702,022	487,009	39,460,660	2,098,278	41,558,938	22,181	2.54
C2c - C&I Multifamily Retrofit	210,810	41,159	3,839,851	272,196	92,838	4,456,854	82,856	4,539,710	278,553	1.10
C2d - C&I Upstream Lighting	558,178	43,201	12,005,736	682,488	223,785	13,513,388	2,879,774	16,393,162	1,763	9.54
C3 - C&I Hard-to-Measure	988,497	555,592	-	90,134	-	1,634,223	-	1,634,223	-	-
C3a - C&I Statewide Marketing	-	544,268	-	-	-	544,268	-	544,268	-	-
C3b - C&I Statewide Database	11,045	-	-	-	-	11,045	-	11,045	-	-
C3c - C&I DOER Assessment	927,582	-	-	-	-	927,582	-	927,582	-	-
C3d - C&I EEAC Consultants	-	-	-	-	-	-	-	-	-	-
C3e - C&I Sponsorships & Subscriptions	49,870	11,324	-	-	-	61,194	-	61,194	-	-
C3f - C&I Workforce Development	-	-	-	21,259	-	21,259	-	21,259	-	-
C3g - C&I R&D and Demonstration	-	-	-	68,875	-	68,875	-	68,875	-	-
Grand Total	14,594,423	6,852,218	187,417,504	28,609,367	5,086,091	242,559,603	20,728,023	263,287,626	155	4.14

Program Administrator Budgets, Three-Year Total
2016-2018 Program Administrator Budget
Eversource Electric
June 8, 2018

2017 Evaluated Program Administrator Budget										
Program	Program Costs						Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs				
A - Residential	3,719,385	5,991,507	62,778,087	14,357,197	3,085,734	89,931,910	5,669,821	95,601,731	53	3.25
A1 - Residential Whole House	2,087,868	1,646,333	29,256,381	10,362,021	2,312,373	45,664,977	2,913,827	48,578,804	105	3.19
A1a - Residential New Construction	244,338	29,493	4,887,425	461,320	166,491	5,789,068	570,820	6,359,888	1,098	5.51
A1b - Residential Multi-Family Retrofit	312,596	45,796	2,703,937	547,345	420,543	4,030,217	41,908	4,072,125	881	0.73
A1c - Residential Home Energy Services - Measures	1,046,474	782,576	21,665,019	2,541,187	1,680,920	27,716,175	2,148,339	29,864,515	2,266	3.69
A1d - Residential Home Energy Services - RCS	338,128	788,468	-	3,927,367	-	5,053,963	-	5,053,963	-	-
A1e - Residential Behavior/Feedback Program	146,332	-	-	2,884,803	44,419	3,075,553	152,760	3,228,313	7	2.79
A2 - Residential Products	1,041,605	3,369,072	27,371,264	2,133,233	765,662	34,680,835	2,755,994	37,436,829	27	4.22
A2a - Residential Heating & Cooling Equipment	284,858	126,003	4,516,038	661,727	67,880	5,656,507	110,115	5,766,622	270	1.62
A2b - Residential Consumer Products	144,942	873,517	1,238,725	893,599	145,368	3,296,151	109,206	3,405,357	164	2.25
A2c - Residential Lighting	611,805	2,369,551	21,616,501	577,906	552,414	25,728,177	2,536,673	28,264,850	21	5.05
A3 - Residential Hard-to-Measure	589,912	976,102	6,150,442	1,861,943	7,699	9,586,098	-	9,586,098	-	-
A3a - Residential Statewide Marketing	-	731,579	-	-	-	731,579	-	731,579	-	-
A3b - Residential Statewide Database	5,176	-	-	-	-	5,176	-	5,176	-	-
A3c - Residential DOER Assessment	447,593	-	-	-	-	447,593	-	447,593	-	-
A3d - Residential EEAC Consultants	-	-	-	-	-	-	-	-	-	-
A3e - Residential Sponsorships & Subscriptions	19,364	4,071	-	-	7,699	31,134	-	31,134	-	-
A3f - Residential HEAT Loan	9,923	55,270	6,150,442	986,525	-	7,202,160	-	7,202,160	-	-
A3g - Residential Workforce Development	-	-	-	31,586	-	31,586	-	31,586	-	-
A3h - Residential R&D and Demonstration	-	-	-	19,046	-	19,046	-	19,046	-	-
A3i - Residential Education	107,857	185,182	-	824,787	-	1,117,826	-	1,117,826	-	-
B - Low-Income	1,210,000	275,764	20,837,961	5,073,908	1,021,665	28,419,298	946,099	29,365,397	1,309	1.24
B1 - Low-Income Whole House	878,904	195,719	20,837,961	5,073,908	1,021,665	28,008,156	946,099	28,954,255	1,290	1.26
B1a - Low-Income Single Family Retrofit	438,035	116,009	9,246,873	2,336,163	206,073	12,343,153	711,112	13,054,265	1,798	1.90
B1b - Low-Income Multi-Family Retrofit	440,869	79,709	11,591,088	2,737,745	815,591	15,665,003	234,986	15,899,990	1,055	0.76
B2 - Low-Income Hard-to-Measure	331,097	80,045	-	-	-	411,142	-	411,142	-	-
B2a - Low-Income Statewide Marketing	-	80,045	-	-	-	80,045	-	80,045	-	-
B2b - Low-Income Statewide Database	605	-	-	-	-	605	-	605	-	-
B2c - Low-Income DOER Assessment	164,265	-	-	-	-	164,265	-	164,265	-	-
B2d - Low-Income Energy Affordability Network	166,226	-	-	-	-	166,226	-	166,226	-	-
B2e - Low-Income Sponsorships & Subscriptions	-	-	-	-	-	-	-	-	-	-
C - Commercial & Industrial	10,548,461	1,597,603	98,974,578	8,229,384	3,158,210	122,508,237	11,968,793	134,477,030	12,573	4.59
C1 - C&I New Construction	3,405,154	202,842	15,187,768	3,842,656	554,011	23,192,431	1,843,179	25,035,609	26,415	4.13
C1a - C&I New Buildings & Major Renovations	2,468,311	135,630	8,207,588	2,839,964	419,824	14,071,317	975,148	15,046,465	50,799	3.54
C1b - C&I Initial Purchase & End of Useful Life	936,843	67,211	6,980,180	1,002,692	134,187	9,121,114	868,031	9,989,144	15,177	5.05
C2 - C&I Retrofit	6,158,618	903,890	83,786,810	4,240,864	2,584,402	97,674,584	10,125,614	107,800,198	11,017	4.78
C2a - C&I Existing Building Retrofit	4,032,555	420,912	40,367,818	2,921,308	1,353,877	49,096,470	6,291,420	55,387,890	60,838	5.84
C2b - C&I Small Business	1,246,916	342,917	32,272,021	367,264	766,805	34,995,924	2,412,232	37,408,156	15,922	3.10
C2c - C&I Multifamily Retrofit	222,447	19,349	2,447,196	307,327	70,174	3,066,493	90,613	3,157,106	438,070	1.43
C2d - C&I Upstream Lighting	656,699	120,713	8,699,775	644,964	393,545	10,515,697	1,331,349	11,847,045	1,796	6.40
C3 - C&I Hard-to-Measure	984,689	490,871	-	145,865	19,798	1,641,222	-	1,641,222	-	-
C3a - C&I Statewide Marketing	-	479,892	-	-	-	479,892	-	479,892	-	-
C3b - C&I Statewide Database	3,463	-	-	-	-	3,463	-	3,463	-	-
C3c - C&I DOER Assessment	917,788	-	-	-	-	917,788	-	917,788	-	-
C3d - C&I EEAC Consultants	-	-	-	-	-	-	-	-	-	-
C3e - C&I Sponsorships & Subscriptions	63,438	10,979	-	-	19,798	94,215	-	94,215	-	-
C3f - C&I Workforce Development	-	-	-	81,453	-	81,453	-	81,453	-	-
C3g - C&I R&D and Demonstration	-	-	-	64,412	-	64,412	-	64,412	-	-
Grand Total	15,477,846	7,864,874	182,590,626	27,660,489	7,265,610	240,859,445	18,584,712	259,444,158	139	3.70

Program Administrator Budgets, Three-Year Total
2016-2018 Program Administrator Budget
Eversource Electric
June 8, 2018

2018 Planned Program Administrator Budget										
Program	Program Costs						Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs				
A - Residential	5,517,909	7,704,426	77,309,310	21,992,956	2,813,172	115,337,771	5,685,890	121,023,661	83	2.42
A1 - Residential Whole House	3,153,923	2,355,058	42,562,516	16,217,320	2,113,410	66,402,227	3,528,072	69,930,300	167	2.57
A1a - Residential New Construction	396,258	124,488	2,502,392	303,393	152,162	3,478,693	537,091	4,015,784	1,088	7.83
A1b - Residential Multi-Family Retrofit	509,375	197,803	4,684,966	988,954	384,347	6,765,446	92,122	6,857,568	735	0.86
A1c - Residential Home Energy Services - Measures	1,517,673	1,016,383	35,375,158	5,102,641	1,536,244	44,548,099	2,811,928	47,360,027	7,310	2.97
A1d - Residential Home Energy Services - RCS	492,555	1,016,383	-	6,757,962	-	8,266,899	-	8,266,899	-	-
A1e - Residential Behavior/Feedback Program	238,062	-	-	3,064,369	40,657	3,343,089	86,932	3,430,020	9	1.65
A2 - Residential Products	1,495,516	4,116,378	21,923,403	2,977,522	699,762	31,212,579	2,157,818	33,370,397	31	3.45
A2a - Residential Heating & Cooling Equipment	466,569	183,970	3,721,370	690,959	62,038	5,124,906	96,536	5,221,442	342	1.49
A2b - Residential Consumer Products	238,527	1,194,210	662,603	962,699	132,856	3,190,894	57,830	3,248,724	339	1.36
A2c - Residential Lighting	790,419	2,738,198	17,539,430	1,323,864	504,868	22,896,779	2,003,452	24,900,231	24	4.19
A3 - Residential Hard-to-Measure	868,470	1,232,990	12,823,392	2,798,114	-	17,722,965	-	17,722,965	-	-
A3a - Residential Statewide Marketing	-	936,360	-	-	-	936,360	-	936,360	-	-
A3b - Residential Statewide Database	80,634	-	-	-	-	80,634	-	80,634	-	-
A3c - Residential DOER Assessment	468,239	-	-	-	-	468,239	-	468,239	-	-
A3d - Residential EEAC Consultants	-	-	-	-	-	-	-	-	-	-
A3e - Residential Sponsorships & Subscriptions	122,841	45,532	-	-	-	168,373	-	168,373	-	-
A3f - Residential HEAT Loan	16,528	97,098	12,823,392	1,099,435	-	14,036,452	-	14,036,452	-	-
A3g - Residential Workforce Development	-	-	-	31,102	-	31,102	-	31,102	-	-
A3h - Residential R&D and Demonstration	-	-	-	250,000	-	250,000	-	250,000	-	-
A3i - Residential Education	180,228	154,000	-	1,417,577	-	1,751,806	-	1,751,806	-	-
B - Low-Income	1,673,812	530,980	20,473,457	5,751,346	865,532	29,295,126	690,879	29,986,005	2,254	1.11
B1 - Low-Income Whole House	1,189,407	422,447	20,473,457	5,751,346	865,532	28,702,189	690,879	29,393,068	2,209	1.13
B1a - Low-Income Single Family Retrofit	607,089	211,224	10,802,648	2,799,917	259,612	14,680,489	487,981	15,168,470	3,418	1.49
B1b - Low-Income Multi-Family Retrofit	582,319	211,224	9,670,809	2,951,430	605,920	14,021,700	202,898	14,224,598	1,612	0.76
B2 - Low-Income Hard-to-Measure	484,404	108,533	-	-	-	592,937	-	592,937	-	-
B2a - Low-Income Statewide Marketing	-	105,136	-	-	-	105,136	-	105,136	-	-
B2b - Low-Income Statewide Database	9,425	-	-	-	-	9,425	-	9,425	-	-
B2c - Low-Income DOER Assessment	172,748	-	-	-	-	172,748	-	172,748	-	-
B2d - Low-Income Energy Affordability Network	290,017	-	-	-	-	290,017	-	290,017	-	-
B2e - Low-Income Sponsorships & Subscriptions	12,214	3,397	-	-	-	15,611	-	15,611	-	-
C - Commercial & Industrial	14,691,872	2,084,934	109,748,062	22,169,042	4,630,939	153,324,850	12,159,183	165,484,032	18,453	3.79
C1 - C&I New Construction	4,692,174	223,426	16,169,377	6,777,161	1,013,900	28,876,038	2,252,998	31,129,036	50,394	4.04
C1a - C&I New Buildings & Major Renovations	3,419,582	140,191	10,824,319	5,017,966	868,727	20,270,785	1,322,542	21,593,327	61,057	3.47
C1b - C&I Initial Purchase & End of Useful Life	1,272,592	83,235	5,345,058	1,759,194	145,173	8,605,253	930,456	9,535,709	35,706	5.38
C2 - C&I Retrofit	8,364,955	1,122,142	93,578,685	14,866,881	3,617,039	121,549,703	9,906,184	131,455,887	15,712	3.82
C2a - C&I Existing Building Retrofit	5,553,606	559,093	51,080,452	7,284,764	1,897,941	66,375,856	7,335,425	73,711,281	73,425	5.07
C2b - C&I Small Business	1,601,321	371,823	23,441,791	6,371,204	989,767	32,775,906	1,335,691	34,111,597	14,528	1.95
C2c - C&I Multifamily Retrofit	307,528	25,445	2,531,778	269,551	209,930	3,344,232	122,327	3,466,559	222,949	1.63
C2d - C&I Upstream Lighting	902,500	165,781	16,524,664	941,363	519,400	19,053,708	1,112,742	20,166,450	4,178	3.06
C3 - C&I Hard-to-Measure	1,634,743	739,366	-	525,000	-	2,899,109	-	2,899,109	-	-
C3a - C&I Statewide Marketing	-	615,282	-	-	-	615,282	-	615,282	-	-
C3b - C&I Statewide Database	53,956	-	-	-	-	53,956	-	53,956	-	-
C3c - C&I DOER Assessment	961,479	-	-	-	-	961,479	-	961,479	-	-
C3d - C&I EEAC Consultants	-	-	-	-	-	-	-	-	-	-
C3e - C&I Sponsorships & Subscriptions	619,308	124,084	-	-	-	743,393	-	743,393	-	-
C3f - C&I Workforce Development	-	-	-	275,000	-	275,000	-	275,000	-	-
C3g - C&I R&D and Demonstration	-	-	-	250,000	-	250,000	-	250,000	-	-
Grand Total	21,883,592	10,320,340	207,530,828	49,913,344	8,309,643	297,957,747	18,535,951	316,493,699	210	2.99

Program Administrator Budgets, Three-Year Total

2016-2018 Program Administrator Budget

Eversource Electric

June 8, 2018

2016-2018 Program Administrator Budget										
Program	Program Costs						Performance Incentive	Total Program Administrator Budget	Program Cost per Participant	Resource Benefit per Program Cost
	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs				
A - Residential	12,670,013	19,136,176	200,983,998	50,684,393	8,143,388	291,617,969	16,260,829	307,878,798	63	2.85
A1 - Residential Whole House	7,070,794	5,406,752	107,908,075	37,038,007	6,103,932	163,527,559	9,379,246	172,906,805	128	2.85
A1a - Residential New Construction	872,624	202,928	11,390,177	1,347,806	415,450	14,228,986	1,338,521	15,567,507	1,162	5.40
A1b - Residential Multi-Family Retrofit	1,121,078	285,978	15,371,806	2,318,698	1,109,265	20,206,826	209,578	20,416,403	838	0.70
A1c - Residential Home Energy Services - Measures	3,441,573	2,468,517	81,146,092	9,676,686	4,470,422	101,203,290	7,437,532	108,640,822	4,156	3.48
A1d - Residential Home Energy Services - RCS	1,112,395	2,449,329	-	14,756,932	-	18,318,655	-	18,318,655	-	-
A1e - Residential Behavior/Feedback Program	523,123	-	-	8,937,884	108,795	9,569,802	393,615	9,963,417	8	2.40
A2 - Residential Products	3,540,262	10,689,598	68,329,472	7,201,555	1,986,542	91,747,430	6,881,583	98,629,013	27	3.97
A2a - Residential Heating & Cooling Equipment	1,022,373	414,425	11,786,477	2,083,822	178,394	15,485,491	296,642	15,782,133	302	1.57
A2b - Residential Consumer Products	536,511	2,874,498	2,948,697	2,546,161	376,755	9,282,622	269,768	9,552,389	170	1.99
A2c - Residential Lighting	1,981,378	7,400,675	53,594,299	2,571,572	1,431,392	66,979,317	6,315,173	73,294,490	21	4.80
A3 - Residential Hard-to-Measure	2,058,957	3,039,827	24,746,451	6,444,832	52,914	36,342,980	-	36,342,980	-	-
A3a - Residential Lighting Marketing	-	2,243,714	-	-	-	2,243,714	-	2,243,714	-	-
A3b - Residential Statewide Database	102,316	-	-	-	-	102,316	-	102,316	-	-
A3c - Residential DOER Assessment	1,367,834	-	-	-	-	1,367,834	-	1,367,834	-	-
A3d - Residential EEAC Consultants	-	-	-	-	-	-	-	-	-	-
A3e - Residential Sponsorships & Subscriptions	160,605	51,313	-	-	7,699	219,617	-	219,617	-	-
A3f - Residential HEAT Loan	36,439	262,858	24,746,451	2,681,462	-	27,727,210	-	27,727,210	-	-
A3g - Residential Workforce Development	-	-	-	90,252	-	90,252	-	90,252	-	-
A3h - Residential R&D and Demonstration	-	-	-	334,585	45,215	379,800	-	379,800	-	-
A3i - Residential Education	391,764	481,940	-	3,338,533	-	4,212,238	-	4,212,238	-	-
B - Low-Income	4,004,083	1,093,620	62,220,332	15,989,773	2,611,706	85,919,514	2,502,861	88,422,375	1,714	1.19
B1 - Low-Income Whole House	2,870,385	829,489	62,220,332	15,989,773	2,611,706	84,521,686	2,502,861	87,024,546	1,686	1.21
B1a - Low-Income Single Family Retrofit	1,435,332	474,080	28,368,704	7,353,525	640,762	38,272,403	1,834,617	40,107,020	2,179	1.73
B1b - Low-Income Multi-Family Retrofit	1,435,053	355,409	33,851,628	8,636,248	1,970,944	46,249,283	668,244	46,917,527	1,420	0.78
B2 - Low-Income Hard-to-Measure	1,133,698	264,131	-	-	-	1,397,829	-	1,397,829	-	-
B2a - Low-Income Statewide Marketing	-	260,734	-	-	-	260,734	-	260,734	-	-
B2b - Low-Income Statewide Database	11,959	-	-	-	-	11,959	-	11,959	-	-
B2c - Low-Income DOER Assessment	503,397	-	-	-	-	503,397	-	503,397	-	-
B2d - Low-Income Energy Affordability Network	606,127	-	-	-	-	606,127	-	606,127	-	-
B2e - Low-Income Sponsorships & Subscriptions	12,214	3,397	-	-	-	15,611	-	15,611	-	-
C - Commercial & Industrial	35,281,765	4,807,635	314,334,628	39,509,034	9,906,249	403,839,313	39,084,997	442,924,310	13,904	4.59
C1 - C&I New Construction	11,407,949	619,140	47,391,832	13,577,331	2,026,808	75,023,060	8,416,151	83,439,211	35,922	5.86
C1a - C&I New Buildings & Major Renovations	8,242,158	393,061	26,916,343	10,109,125	1,684,906	47,345,592	3,618,048	50,963,640	55,570	4.02
C1b - C&I Initial Purchase & End of Useful Life	3,165,792	226,079	20,475,489	3,468,206	341,902	27,677,468	4,798,103	32,475,571	22,384	9.01
C2 - C&I Retrofit	20,265,887	2,402,667	266,942,796	25,170,705	7,859,644	322,641,699	30,668,846	353,310,545	11,969	4.38
C2a - C&I Existing Building Retrofit	13,367,758	1,151,867	129,220,496	13,612,326	4,106,390	161,458,836	19,202,985	180,661,821	61,957	5.40
C2b - C&I Small Business	4,039,966	835,153	91,673,300	8,440,490	2,243,581	107,232,490	5,846,201	113,078,691	17,204	2.54
C2c - C&I Multifamily Retrofit	740,785	85,953	8,818,825	849,074	372,942	10,867,579	295,796	11,163,375	285,989	1.36
C2d - C&I Upstream Lighting	2,117,377	329,695	37,230,176	2,268,815	1,136,730	43,082,794	5,323,864	48,406,658	2,383	5.91
C3 - C&I Hard-to-Measure	3,607,929	1,785,829	-	760,999	19,798	6,174,554	-	6,174,554	-	-
C3a - C&I Statewide Marketing	-	1,639,442	-	-	-	1,639,442	-	1,639,442	-	-
C3b - C&I Statewide Database	68,464	-	-	-	-	68,464	-	68,464	-	-
C3c - C&I DOER Assessment	2,806,848	-	-	-	-	2,806,848	-	2,806,848	-	-
C3d - C&I EEAC Consultants	-	-	-	-	-	-	-	-	-	-
C3e - C&I Sponsorships & Subscriptions	732,617	146,387	-	-	19,798	898,802	-	898,802	-	-
C3f - C&I Workforce Development	-	-	-	377,712	-	377,712	-	377,712	-	-
C3g - C&I R&D and Demonstration	-	-	-	383,287	-	383,287	-	383,287	-	-
Grand Total	51,955,862	25,037,432	577,538,959	106,183,200	20,661,343	781,376,796	57,848,687	839,225,483	166	3.56

Notes

• Where not otherwise indicated, budgets for each year are represented in nominal dollars (2016\$, 2017\$, 2018\$).

• Refer to common definitions for allocation of costs.

• EEAC Consultant fees on the electric side do not get paid out of the Program Administrators' budgets, but are instead paid by the DOER out of the RGGI proceeds.

• The budgets in the above tables do not include costs associated with the Program Administrator's demand response activities.

• In accordance with the Department's directive in 2016 2018 Three-Year Plans Order, D.P.U. 15-160 through D.P.U. 15-169 at 40, the Program Administrators are providing notice to the Department of a reclassification in cost categories for potential studies. Potential study costs were classified as PP&A in the 2016-2018 Plan because they were expected to be expended as part of a planning process; however, the Program Administrators determined in 2016 that the costs are more appropriately classified as Evaluation and Market Research based on cost causation principles. While potential studies continue to be a planning tool for the Program Administrators, these studies are more appropriately categorized as market research costs and therefore were charged to Evaluation and Market Research. All Program Administrators have made this change consistently. No other change in cost categories has been made by the Program Administrators since the 2016-2018 Plan.

Program Administrator Budgets, Plan Year Summary

Demand Response

Eversource Electric

June 8, 2018

2017* Planned Demand Response Budget						
Sector	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
A - Residential						\$ -
B - Low-Income						\$ -
C - Commercial & Industrial	\$ 800,000	\$ 400,000	\$ 9,155,000	\$ 9,155,000	\$ 1,951,000	\$ 21,461,000
Grand Total	\$ 800,000	\$ 400,000	\$ 9,155,000	\$ 9,155,000	\$ 1,951,000	\$ 21,461,000

2017 Actual Demand Response Budget						
Sector	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
A - Residential						\$ -
B - Low-Income						\$ -
C - Commercial & Industrial	\$ 13,251					\$ 13,251
Grand Total	\$ 13,251	\$ -	\$ -	\$ -	\$ -	\$ 13,251

2017 Planned v. Actual Demand Response Budget Variances (%)						
Sector	Program Planning and Administration	Marketing and Advertising	Participant Incentive	Sales, Technical Assistance & Training	Evaluation and Market Research	Total Program Costs
A - Residential						
B - Low-Income						
C - Commercial & Industrial	-98%	-100%	-100%	-100%	-100%	-100%
Grand Total	-98%	-100%	-100%	-100%	-100%	-100%

Notes:

In its filing, Eversource did not differentiate years in its budget, seeking a lump sum to be used over 3 years.

Program Savings, Plan Year Summary

2017 Planned vs. Evaluated

Eversource Electric

June 8, 2018

2017 Planned Net Savings													
Program	# of Participants	Electric Savings				Natural Gas Savings		Deliverable Fuel Savings				Other Savings	
		Annual Capacity (kW)		Energy (MWh)		(Therms)		Oil (MMBTU)		Propane (MMBTU)		Water (Gallons)	
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	1,499,669	32,352	39,381	231,883	1,803,115	(1,510,761)	(13,795,400)	87,398	2,616,139	3,903	357,486	22,555,505	161,565,065
A1 - Residential Whole House	397,993	15,466	17,865	88,907	490,293	8,149	104,077	178,811	3,445,380	30,017	571,200	21,947,788	157,311,046
A1a - Residential New Construction	3,198	2,231	533	3,996	61,223	-	-	758	18,149	6,415	157,170	-	-
A1b - Residential Multi-Family Retrofit	8,769	372	855	3,571	35,010	-	-	3,378	73,429	-	-	1,963,021	13,741,144
A1c - Residential Home Energy Services - Measures	6,026	5,887	6,920	36,621	349,341	8,149	104,077	174,676	3,353,801	23,602	414,030	19,984,767	143,569,902
A1d - Residential Home Energy Services - RCS	-	-	-	-	-	-	-	-	-	-	-	-	-
A1e - Residential Behavior/Feedback Program	380,000	6,976	9,557	44,720	44,720	-	-	-	-	-	-	-	-
A2 - Residential Products	1,101,676	16,886	21,516	142,976	1,312,822	(1,518,910)	(13,899,477)	(91,413)	(829,241)	(26,114)	(213,715)	607,717	4,254,019
A2a - Residential Heating & Cooling Equipment	14,998	583	918	4,130	58,693	(13,822)	(248,793)	-	-	-	-	-	-
A2b - Residential Consumer Products	13,578	700	537	4,617	36,885	969	6,780	131	919	74	520	607,717	4,254,019
A2c - Residential Lighting	1,073,100	15,602	20,060	134,230	1,217,243	(1,506,057)	(13,657,464)	(91,545)	(830,160)	(26,188)	(214,235)	-	-
B - Low-Income	12,995	1,984	5,244	16,625	140,373	-	-	33,636	674,599	2,231	42,801	270,569	1,893,983
B1 - Low-Income Whole House	12,995	1,984	5,244	16,625	140,373	-	-	33,636	674,599	2,231	42,801	270,569	1,893,983
B1a - Low-Income Single Family Retrofit	4,295	1,211	1,111	6,356	62,785	-	-	28,005	554,760	2,188	42,020	238,045	1,666,315
B1b - Low-Income Multi-Family Retrofit	8,700	774	4,133	10,270	77,589	-	-	5,632	119,839	43	781	32,524	227,668
C - Commercial & Industrial	8,509	50,960	45,573	409,040	4,978,456	(4,196,124)	(72,815,486)	(105,450)	(912,409)	-	-	-	-
C1 - C&I New Construction	573	7,234	4,322	52,550	867,120	(21,520)	(319,437)	(4,321)	(64,126)	-	-	-	-
C1a - C&I New Buildings & Major Renovations	332	4,296	2,703	32,161	527,022	(21,520)	(319,437)	(4,321)	(64,126)	-	-	-	-
C1b - C&I Initial Purchase & End of Useful Life	241	2,938	1,619	20,388	340,098	-	-	-	-	-	-	-	-
C2 - C&I Retrofit	7,936	43,726	41,251	356,491	4,111,336	(4,174,603)	(72,496,048)	(101,130)	(848,284)	-	-	-	-
C2a - C&I Existing Building Retrofit	904	21,227	25,547	210,253	2,978,280	(3,330,276)	(65,338,467)	(29,625)	(383,469)	-	-	-	-
C2b - C&I Small Business	2,256	8,410	5,233	52,707	533,621	(506,231)	(5,062,312)	(5,651)	(56,510)	-	-	-	-
C2c - C&I Multifamily Retrofit	15	421	481	4,274	49,627	(5,758)	(74,339)	(1,171)	(15,116)	-	-	-	-
C2d - C&I Upstream Lighting	4,761	13,668	9,990	89,256	549,808	(332,338)	(2,020,931)	(64,683)	(393,190)	-	-	-	-
Grand Total	1,521,173	85,296	90,198	657,549	6,921,944	(5,706,885)	(86,610,885)	15,584	2,378,329	6,134	400,286	22,826,074	163,459,048

Program Savings, Plan Year Summary
2017 Planned vs. Evaluated
Eversource Electric
June 8, 2018

2017 Evaluated Net Savings													
Program	# of Participants	Electric Savings				Natural Gas Savings		Deliverable Fuel Savings				Other Savings	
		Annual Capacity (kW)		Energy (MWh)		(Therms)		Oil (MMBTU)		Propane (MMBTU)		Water (Gallons)	
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	1,706,611	45,551	49,374	307,456	1,931,641	(2,162,082)	(15,083,983)	6,518	1,607,953	(5,595)	328,871	21,423,560	160,722,853
A1 - Residential Whole House	434,957	17,360	21,979	106,326	483,875	(46,128)	(253,202)	134,992	2,503,763	27,459	559,255	19,355,820	146,248,676
A1a - Residential New Construction	5,274	2,592	2,496	10,370	107,998	(50,823)	(355,760)	(3,053)	(15,669)	12,777	304,723	-	-
A1b - Residential Multi-Family Retrofit	4,575	179	763	2,681	23,888	-	-	595	11,901	376	7,897	548,888	3,842,218
A1c - Residential Home Energy Services - Measures	12,230	5,997	6,951	38,204	296,918	4,694	102,558	137,450	2,507,530	14,307	246,636	18,806,932	142,406,458
A1d - Residential Home Energy Services - RCS	-	-	-	-	-	-	-	-	-	-	-	-	-
A1e - Residential Behavior/Feedback Program	412,878	8,591	11,769	55,071	55,071	-	-	-	-	-	-	-	-
A2 - Residential Products	1,271,654	28,191	27,395	201,130	1,447,767	(2,115,954)	(14,830,781)	(128,473)	(895,810)	(33,054)	(230,384)	2,067,739	14,474,176
A2a - Residential Heating & Cooling Equipment	20,966	718	647	5,023	72,212	(8,522)	(149,227)	(260)	(2,600)	(36)	(364)	-	-
A2b - Residential Consumer Products	20,143	1,202	570	5,869	50,236	5,899	41,293	244	1,708	132	926	2,067,739	14,474,176
A2c - Residential Lighting	1,230,545	26,271	26,178	190,237	1,325,319	(2,113,331)	(14,722,847)	(128,457)	(894,918)	(33,150)	(230,947)	-	-
B - Low-Income	21,716	2,780	5,127	22,047	183,216	27,976	362,349	25,338	527,548	2,887	58,721	2,020,490	14,360,762
B1 - Low-Income Whole House	21,716	2,780	5,127	22,047	183,216	27,976	362,349	25,338	527,548	2,887	58,721	2,020,490	14,360,762
B1a - Low-Income Single Family Retrofit	6,866	1,713	1,223	7,211	66,427	27,976	362,349	25,282	526,318	2,887	58,721	2,020,490	14,360,762
B1b - Low-Income Multi-Family Retrofit	14,850	1,067	3,904	14,836	116,789	-	-	56	1,230	-	-	-	-
C - Commercial & Industrial	9,744	50,524	47,376	377,417	5,273,129	(4,596,451)	(98,681,711)	(51,889)	(675,759)	-	-	-	-
C1 - C&I New Construction	878	5,698	4,830	47,841	787,788	(114,374)	(2,360,964)	(4,452)	(63,905)	-	-	-	-
C1a - C&I New Buildings & Major Renovations	277	2,944	2,437	23,275	378,149	164,162	2,947,602	(3,917)	(56,488)	-	-	-	-
C1b - C&I Initial Purchase & End of Useful Life	601	2,754	2,393	24,566	409,639	(278,536)	(5,308,566)	(535)	(7,417)	-	-	-	-
C2 - C&I Retrofit	8,866	44,826	42,546	329,576	4,485,342	(4,482,077)	(96,320,747)	(47,438)	(611,854)	-	-	-	-
C2a - C&I Existing Building Retrofit	807	22,873	22,688	197,549	3,065,951	(3,834,469)	(88,241,240)	(40,641)	(524,263)	-	-	-	-
C2b - C&I Small Business	2,198	11,897	9,285	65,858	849,289	(593,795)	(7,690,322)	(6,639)	(85,946)	-	-	-	-
C2c - C&I Multifamily Retrofit	7	305	1,682	5,978	45,718	(246)	(1,943)	(49)	(389)	-	-	-	-
C2d - C&I Upstream Lighting	5,854	9,751	8,891	60,191	524,384	(53,566)	(387,241)	(108)	(1,257)	-	-	-	-
Grand Total	1,738,071	98,855	101,878	706,920	7,387,986	(6,730,557)	(113,403,346)	(20,033)	1,459,741	(2,709)	387,592	23,444,050	175,083,615

Program Savings, Plan Year Summary

2017 Planned vs. Evaluated

Eversource Electric

June 8, 2018

2017 Planned v. Evaluated Net Savings Variances (%)													
Program	# of Participants	Electric Savings				Natural Gas Savings		Deliverable Fuel Savings				Other Savings	
		Annual Capacity (kW)		Energy (MWh)		(Therms)		Oil (MMBTU)		Propane (MMBTU)		Water (Gallons)	
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	14%	41%	25%	33%	7%	43%	9%	-93%	-39%	-243%	-8%	-5%	-1%
A1 - Residential Whole House	9%	12%	23%	20%	-1%	-666%	-343%	-25%	-27%	-9%	-2%	-12%	-7%
A1a - Residential New Construction	65%	16%	368%	160%	76%			-503%	-186%	99%	94%		
A1b - Residential Multi-Family Retrofit	-48%	-52%	-11%	-25%	-32%				-82%			-72%	-72%
A1c - Residential Home Energy Services - Measures	103%	2%	0%	4%	-15%	-42%	-1%	-21%	-25%	-39%	-40%	-6%	-1%
A1d - Residential Home Energy Services - RCS													
A1e - Residential Behavior/Feedback Program	9%	23%	23%	23%	23%								
A2 - Residential Products	15%	67%	27%	41%	10%	39%	7%	41%	8%	27%	8%	240%	240%
A2a - Residential Heating & Cooling Equipment	40%	23%	-30%	22%	23%	-38%	-40%						
A2b - Residential Consumer Products	48%	72%	6%	27%	36%	509%	509%	86%	86%	78%	78%	240%	240%
A2c - Residential Lighting	15%	68%	30%	42%	9%	40%	8%	40%	8%	27%	8%		
B - Low-Income	67%	40%	-2%	33%	31%			-25%	-22%	29%	37%	647%	658%
B1 - Low-Income Whole House	67%	40%	-2%	33%	31%			-25%	-22%	29%	37%	647%	658%
B1a - Low-Income Single Family Retrofit	60%	42%	10%	13%	6%			-10%	-5%	32%	40%	749%	762%
B1b - Low-Income Multi-Family Retrofit	71%	38%	-6%	44%	51%			-99%	-99%	-100%	-100%	-100%	-100%
C - Commercial & Industrial	15%	-1%	4%	-8%	6%	10%	36%	-51%	-26%				
C1 - C&I New Construction	53%	-21%	12%	-9%	-9%	431%	639%	3%	0%				
C1a - C&I New Buildings & Major Renovations	-17%	-31%	-10%	-28%	-28%	-863%	-1023%	-9%	-12%				
C1b - C&I Initial Purchase & End of Useful Life	149%	-6%	48%	20%	20%								
C2 - C&I Retrofit	12%	3%	3%	-8%	9%	7%	33%	-53%	-28%				
C2a - C&I Existing Building Retrofit	-11%	8%	-11%	-6%	3%	15%	35%	37%	37%				
C2b - C&I Small Business	-3%	41%	77%	25%	59%	17%	52%	17%	52%				
C2c - C&I Multifamily Retrofit	-53%	-27%	249%	40%	-8%	-96%	-97%	-96%	-97%				
C2d - C&I Upstream Lighting	23%	-29%	-11%	-33%	-5%	-84%	-81%	-100%	-100%				
Grand Total	14%	16%	13%	8%	7%	18%	31%	-229%	-39%	-144%	-3%	3%	7%

Notes

• The plan year variances provided above are intended to indicate the Program Administrator's performance in the plan year only. The variances used to determine significant variances are provided separately. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

• The evaluated results presented in this filing are inclusive of realization rates that reflect, in part, an adjustment factor being made for the application of industry standard practice (ISP) as the baseline for lighting and other end uses. The Company is adopting this realization rate on an interim basis as it continues to assess the effect of adopting ISP in its programs and how ISP interacts with other impact factors. The Company reserves the right to revise savings impacted by ISP in its 2016-2018 Energy Efficiency Term Report to reflect the most appropriate application of ISP and other impact factors.

Program Savings, Three-Year Total
2016-2018 Net Savings
Eversource Electric
June 8, 2018

2016 Evaluated Net Savings													
Program	# of Participants	Electric Savings				Natural Gas Savings		Deliverable Fuel Savings				Other Savings	
		Annual Capacity (kW)		Energy (MWh)		(Therms)		Oil (MMBTU)		Propane (MMBTU)		Water (Gallons)	
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	1,535,661	39,464	44,359	268,622	1,593,948	(2,044,603)	(12,974,393)	12,209	1,967,806	13,691	419,961	23,311,308	164,888,890
A1 - Residential Whole House	448,389	17,528	22,598	108,447	523,149	(64,262)	(131,392)	145,274	2,823,700	23,576	483,393	19,218,876	136,241,866
A1a - Residential New Construction	3,775	1,705	1,578	8,546	72,966	(72,953)	(315,977)	(5,238)	(26,913)	9,232	224,129	-	-
A1b - Residential Multi-Family Retrofit	10,336	501	883	4,457	33,774	-	-	1,487	30,543	416	8,309	898,659	6,290,614
A1c - Residential Home Energy Services - Measures	6,028	6,273	7,741	42,997	363,963	8,690	184,585	149,025	2,820,071	13,928	250,954	18,320,217	129,951,252
A1d - Residential Home Energy Services - RCS	-	-	-	-	-	-	-	-	-	-	-	-	-
A1e - Residential Behavior/Feedback Program	428,250	9,049	12,396	52,446	52,446	-	-	-	-	-	-	-	-
A2 - Residential Products	1,087,272	21,936	21,761	160,175	1,070,800	(1,980,340)	(12,843,001)	(133,064)	(855,894)	(9,885)	(63,432)	4,092,432	28,647,024
A2a - Residential Heating & Cooling Equipment	15,352	582	650	4,056	58,811	(10,949)	(192,817)	(267)	(2,665)	(37)	(373)	-	-
A2b - Residential Consumer Products	25,097	984	814	5,716	45,330	12,801	89,606	487	3,412	405	2,837	4,092,432	28,647,024
A2c - Residential Lighting	1,046,823	20,370	20,298	150,403	966,658	(1,982,192)	(12,739,790)	(133,285)	(856,641)	(10,253)	(65,895)	-	-
B - Low-Income	15,417	2,327	5,293	22,970	192,742	20	140	23,691	495,894	2,974	62,138	222,802	1,559,614
B1 - Low-Income Whole House	15,417	2,327	5,293	22,970	192,742	20	140	23,691	495,894	2,974	62,138	222,802	1,559,614
B1a - Low-Income Single Family Retrofit	6,401	1,254	1,135	6,720	61,890	20	140	23,691	495,894	2,974	62,138	222,802	1,559,614
B1b - Low-Income Multi-Family Retrofit	9,016	1,074	4,158	16,250	130,853	-	-	-	-	-	-	-	-
C - Commercial & Industrial	10,993	90,160	61,732	458,952	5,440,712	(3,326,887)	(53,449,541)	(159,228)	(1,445,005)	-	-	-	-
C1 - C&I New Construction	638	31,655	9,903	81,972	1,364,968	(623,758)	(11,662,273)	(6,449)	(89,519)	-	-	-	-
C1a - C&I New Buildings & Major Renovations	243	5,533	3,827	31,032	520,601	(379,425)	(7,430,391)	(5,729)	(79,587)	-	-	-	-
C1b - C&I Initial Purchase & End of Useful Life	395	26,122	6,075	50,940	844,367	(244,333)	(4,231,883)	(720)	(9,931)	-	-	-	-
C2 - C&I Retrofit	10,355	58,505	51,830	376,980	4,075,744	(2,703,129)	(41,787,268)	(152,779)	(1,355,487)	-	-	-	-
C2a - C&I Existing Building Retrofit	895	21,652	23,074	165,334	2,199,673	(1,530,457)	(29,785,562)	(39,388)	(511,788)	-	-	-	-
C2b - C&I Small Business	1,779	10,115	8,416	62,232	803,556	(625,842)	(8,126,867)	(6,994)	(90,789)	-	-	-	-
C2c - C&I Multifamily Retrofit	16	322	1,008	4,758	45,371	-	-	75	1,515	-	-	-	-
C2d - C&I Upstream Lighting	7,665	26,416	19,332	144,655	1,027,144	(546,830)	(3,874,839)	(106,473)	(754,425)	-	-	-	-
Grand Total	1,562,070	131,952	111,384	750,543	7,227,403	(5,371,470)	(66,423,795)	(123,328)	1,018,694	16,665	482,099	23,534,110	166,448,504

Program Savings, Three-Year Total
2016-2018 Net Savings
Eversource Electric
June 8, 2018

2017 Evaluated Net Savings													
Program	# of Participants	Electric Savings				Natural Gas Savings		Deliverable Fuel Savings				Other Savings	
		Annual Capacity (kW)		Energy (MWh)		(Therms)		Oil (MMBTU)		Propane (MMBTU)		Water (Gallons)	
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	1,706,611	45,551	49,374	307,456	1,931,641	(2,162,082)	(15,083,983)	6,518	1,607,953	(5,595)	328,871	21,423,560	160,722,853
A1 - Residential Whole House	434,957	17,360	21,979	106,326	483,875	(46,128)	(253,202)	134,992	2,503,763	27,459	559,255	19,355,820	146,248,676
A1a - Residential New Construction	5,274	2,592	2,496	10,370	107,998	(50,823)	(355,760)	(3,053)	(15,669)	12,777	304,723	-	-
A1b - Residential Multi-Family Retrofit	4,575	179	763	2,681	23,888	-	-	595	11,901	376	7,897	548,888	3,842,218
A1c - Residential Home Energy Services - Measures	12,230	5,997	6,951	38,204	296,918	4,694	102,558	137,450	2,507,530	14,307	246,636	18,806,932	142,406,458
A1d - Residential Home Energy Services - RCS	-	-	-	-	-	-	-	-	-	-	-	-	-
A1e - Residential Behavior/Feedback Program	412,878	8,591	11,769	55,071	55,071	-	-	-	-	-	-	-	-
A2 - Residential Products	1,271,654	28,191	27,395	201,130	1,447,767	(2,115,954)	(14,830,781)	(128,473)	(895,810)	(33,054)	(230,384)	2,067,739	14,474,176
A2a - Residential Heating & Cooling Equipment	20,966	718	647	5,023	72,212	(8,522)	(149,227)	(260)	(2,600)	(36)	(364)	-	-
A2b - Residential Consumer Products	20,143	1,202	570	5,869	50,236	5,899	41,293	244	1,708	132	926	2,067,739	14,474,176
A2c - Residential Lighting	1,230,545	26,271	26,178	190,237	1,325,319	(2,113,331)	(14,722,847)	(128,457)	(894,918)	(33,150)	(230,947)	-	-
B - Low-Income	21,716	2,780	5,127	22,047	183,216	27,976	362,349	25,338	527,548	2,887	58,721	2,020,490	14,360,762
B1 - Low-Income Whole House	21,716	2,780	5,127	22,047	183,216	27,976	362,349	25,338	527,548	2,887	58,721	2,020,490	14,360,762
B1a - Low-Income Single Family Retrofit	6,866	1,713	1,223	7,211	66,427	27,976	362,349	25,282	526,318	2,887	58,721	2,020,490	14,360,762
B1b - Low-Income Multi-Family Retrofit	14,850	1,067	3,904	14,836	116,789	-	-	56	1,230	-	-	-	-
C - Commercial & Industrial	9,744	50,524	47,376	377,417	5,273,129	(4,596,451)	(98,681,711)	(51,889)	(675,759)	-	-	-	-
C1 - C&I New Construction	878	5,698	4,830	47,841	787,788	(114,374)	(2,360,964)	(4,452)	(63,905)	-	-	-	-
C1a - C&I New Buildings & Major Renovations	277	2,944	2,437	23,275	378,149	164,162	2,947,602	(3,917)	(56,488)	-	-	-	-
C1b - C&I Initial Purchase & End of Useful Life	601	2,754	2,393	24,566	409,639	(278,536)	(5,308,566)	(535)	(7,417)	-	-	-	-
C2 - C&I Retrofit	8,866	44,826	42,546	329,576	4,485,342	(4,482,077)	(96,320,747)	(47,438)	(611,854)	-	-	-	-
C2a - C&I Existing Building Retrofit	807	22,873	22,688	197,549	3,065,951	(3,834,469)	(88,241,240)	(40,641)	(524,263)	-	-	-	-
C2b - C&I Small Business	2,198	11,897	9,285	65,858	849,289	(593,795)	(7,690,322)	(6,639)	(85,946)	-	-	-	-
C2c - C&I Multifamily Retrofit	7	305	1,682	5,978	45,718	(246)	(1,943)	(49)	(389)	-	-	-	-
C2d - C&I Upstream Lighting	5,854	9,751	8,891	60,191	524,384	(53,566)	(387,241)	(108)	(1,257)	-	-	-	-
Grand Total	1,738,071	98,855	101,878	706,920	7,387,986	(6,730,557)	(113,403,346)	(20,033)	1,459,741	(2,709)	387,592	23,444,050	175,083,615

Program Savings, Three-Year Total
2016-2018 Net Savings
Eversource Electric
June 8, 2018

2018 Planned Net Savings													
Program	# of Participants	Electric Savings				Natural Gas Savings		Deliverable Fuel Savings				Other Savings	
		Annual Capacity (kW)		Energy (MWh)		(Therms)		Oil (MMBTU)		Propane (MMBTU)		Water (Gallons)	
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	1,395,948	28,732	34,539	200,828	1,569,083	(1,201,581)	(11,406,379)	111,306	2,844,751	11,860	441,345	23,935,205	171,078,078
A1 - Residential Whole House	398,501	15,066	17,210	85,605	465,621	13,585	184,705	184,267	3,533,753	33,063	618,871	23,309,273	166,696,554
A1a - Residential New Construction	3,198	2,185	474	4,087	67,342	-	-	761	18,218	6,439	157,763	-	-
A1b - Residential Multi-Family Retrofit	9,209	360	849	3,489	34,579	-	-	3,554	77,247	-	-	2,061,059	14,427,411
A1c - Residential Home Energy Services - Measures	6,094	5,543	6,331	33,309	318,980	13,585	184,705	179,953	3,438,288	26,624	461,108	21,248,214	152,269,143
A1d - Residential Home Energy Services - RCS	-	-	-	-	-	-	-	-	-	-	-	-	-
A1e - Residential Behavior/Feedback Program	380,000	6,976	9,557	44,720	44,720	-	-	-	-	-	-	-	-
A2 - Residential Products	997,447	13,666	17,329	115,223	1,103,462	(1,215,166)	(11,591,084)	(72,961)	(689,001)	(21,203)	(177,526)	625,932	4,381,524
A2a - Residential Heating & Cooling Equipment	14,998	583	918	4,130	58,693	(13,822)	(248,793)	-	-	-	-	-	-
A2b - Residential Consumer Products	9,424	625	394	3,918	33,144	1,162	8,135	132	927	74	520	625,932	4,381,524
A2c - Residential Lighting	973,025	12,458	16,017	107,175	1,011,624	(1,202,506)	(11,350,426)	(73,094)	(689,928)	(21,277)	(178,046)	-	-
B - Low-Income	12,995	1,928	5,042	15,897	134,682	-	-	34,052	682,776	2,369	45,486	270,569	1,893,983
B1 - Low-Income Whole House	12,995	1,928	5,042	15,897	134,682	-	-	34,052	682,776	2,369	45,486	270,569	1,893,983
B1a - Low-Income Single Family Retrofit	4,295	1,185	1,085	6,160	61,214	-	-	28,421	562,937	2,326	44,705	238,045	1,666,315
B1b - Low-Income Multi-Family Retrofit	8,700	743	3,957	9,737	73,469	-	-	5,632	119,839	43	781	32,524	227,668
C - Commercial & Industrial	8,309	53,762	49,474	443,640	5,670,441	(6,478,779)	(118,848,326)	(101,457)	(906,482)	-	-	-	-
C1 - C&I New Construction	573	7,234	4,322	53,319	882,513	(21,520)	(319,437)	(4,321)	(64,126)	-	-	-	-
C1a - C&I New Buildings & Major Renovations	332	4,296	2,703	32,931	542,415	(21,520)	(319,437)	(4,321)	(64,126)	-	-	-	-
C1b - C&I Initial Purchase & End of Useful Life	241	2,938	1,619	20,388	340,098	-	-	-	-	-	-	-	-
C2 - C&I Retrofit	7,736	46,529	45,152	390,321	4,787,928	(6,457,259)	(118,528,889)	(97,137)	(842,357)	-	-	-	-
C2a - C&I Existing Building Retrofit	904	24,863	30,058	249,554	3,663,631	(5,633,443)	(111,401,818)	(29,625)	(383,469)	-	-	-	-
C2b - C&I Small Business	2,256	8,410	5,233	52,707	533,621	(506,231)	(5,062,312)	(5,651)	(56,510)	-	-	-	-
C2c - C&I Multifamily Retrofit	15	421	481	4,274	49,627	(5,758)	(74,339)	(1,171)	(15,116)	-	-	-	-
C2d - C&I Upstream Lighting	4,561	12,835	9,380	83,785	541,049	(311,826)	(1,990,419)	(60,690)	(387,263)	-	-	-	-
Grand Total	1,417,252	84,423	89,055	660,366	7,374,206	(7,680,360)	(130,254,705)	43,901	2,621,045	14,230	486,831	24,205,774	172,972,061

Program Savings, Three-Year Total

2016-2018 Net Savings

Eversource Electric

June 8, 2018

2016-2018 Net Savings													
Program	# of Participants	Electric Savings				Natural Gas Savings		Deliverable Fuel Savings				Other Savings	
		Annual Capacity (kW)		Energy (MWh)		(Therms)		Oil (MMBTU)		Propane (MMBTU)		Water (Gallons)	
		Summer	Winter	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime	Annual	Lifetime
A - Residential	4,638,219	113,747	128,272	776,906	5,094,673	(5,408,266)	(39,464,756)	130,034	6,420,510	19,956	1,190,177	68,670,073	496,689,820
A1 - Residential Whole House	1,281,847	49,953	61,787	300,378	1,472,645	(96,806)	(199,889)	464,533	8,861,216	84,099	1,661,519	61,883,969	449,187,096
A1a - Residential New Construction	12,247	6,483	4,547	23,003	248,306	(123,776)	(671,737)	(7,531)	(24,364)	28,448	686,615	-	-
A1b - Residential Multi-Family Retrofit	24,120	1,040	2,494	10,627	92,241	-	-	5,636	119,691	791	16,206	3,508,606	24,560,243
A1c - Residential Home Energy Services - Measures	24,352	17,814	21,023	114,510	979,860	26,970	471,848	466,428	8,765,889	54,859	958,698	58,375,363	424,626,853
A1d - Residential Home Energy Services - RCS	-	-	-	-	-	-	-	-	-	-	-	-	-
A1e - Residential Behavior/Feedback Program	1,221,128	24,617	33,722	152,237	152,237	-	-	-	-	-	-	-	-
A2 - Residential Products	3,356,372	63,793	66,485	476,528	3,622,028	(5,311,460)	(39,264,867)	(334,499)	(2,440,706)	(64,142)	(471,342)	6,786,103	47,502,724
A2a - Residential Heating & Cooling Equipment	51,316	1,883	2,215	13,209	189,716	(33,292)	(590,837)	(527)	(5,265)	(74)	(737)	-	-
A2b - Residential Consumer Products	54,664	2,811	1,778	15,504	128,710	19,862	139,033	864	6,046	612	4,283	6,786,103	47,502,724
A2c - Residential Lighting	3,250,393	59,099	62,492	447,816	3,303,601	(5,298,029)	(38,813,063)	(334,836)	(2,441,487)	(64,680)	(474,888)	-	-
B - Low-Income	50,128	7,035	15,463	60,914	510,640	27,996	362,489	83,081	1,706,218	8,230	166,346	2,513,861	17,814,359
B1 - Low-Income Whole House	50,128	7,035	15,463	60,914	510,640	27,996	362,489	83,081	1,706,218	8,230	166,346	2,513,861	17,814,359
B1a - Low-Income Single Family Retrofit	17,562	4,152	3,443	20,091	189,530	27,996	362,489	77,394	1,585,149	8,187	165,565	2,481,337	17,586,691
B1b - Low-Income Multi-Family Retrofit	32,566	2,883	12,019	40,823	321,110	-	-	5,687	121,069	43	781	32,524	227,668
C - Commercial & Industrial	29,046	194,447	158,583	1,280,009	16,384,282	(14,402,117)	(270,979,578)	(312,575)	(3,027,247)	-	-	-	-
C1 - C&I New Construction	2,089	44,587	19,054	183,132	3,035,268	(759,652)	(14,342,675)	(15,222)	(217,550)	-	-	-	-
C1a - C&I New Buildings & Major Renovations	852	12,773	8,967	87,238	1,441,165	(236,783)	(4,802,226)	(13,967)	(200,201)	-	-	-	-
C1b - C&I Initial Purchase & End of Useful Life	1,237	31,815	10,087	95,894	1,594,103	(522,869)	(9,540,449)	(1,255)	(17,348)	-	-	-	-
C2 - C&I Retrofit	26,957	149,859	139,529	1,096,877	13,349,014	(13,642,464)	(256,636,904)	(297,354)	(2,809,697)	-	-	-	-
C2a - C&I Existing Building Retrofit	2,606	69,387	75,820	612,438	8,929,254	(10,998,369)	(229,428,620)	(109,654)	(1,419,519)	-	-	-	-
C2b - C&I Small Business	6,233	30,422	22,934	180,798	2,186,466	(1,725,868)	(20,879,501)	(19,284)	(233,244)	-	-	-	-
C2c - C&I Multifamily Retrofit	38	1,048	3,171	15,010	140,716	(6,004)	(76,282)	(1,145)	(13,989)	-	-	-	-
C2d - C&I Upstream Lighting	18,080	49,002	37,603	288,631	2,092,578	(912,223)	(6,252,500)	(167,270)	(1,142,945)	-	-	-	-
Grand Total	4,717,393	315,229	302,317	2,117,829	21,989,595	(19,782,387)	(310,081,846)	(99,460)	5,099,481	28,186	1,356,523	71,183,934	514,504,179

Notes

- The plan year variances provided above are intended to indicate the Program Administrator's performance in the plan year only. The variances used to determine significant variances are provided separately. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.
- The evaluated results presented in this filing are inclusive of realization rates that reflect, in part, an adjustment factor being made for the application of industry standard practice (ISP) as the baseline for lighting and other end uses. The Company is adopting this realization rate on an interim basis as it continues to assess the effect of adopting ISP in its programs and how ISP interacts with other impact factors. The Company reserves the right to revise savings impacted by ISP in its 2016-2018 Energy Efficiency Term Report to reflect the most appropriate application of ISP and other impact factors.

Program Benefits, Plan Year Summary

2017 Planned vs. Evaluated

Eversource Electric

June 8, 2018

2017 Planned Benefits								
Program	Electric Benefits							
	Capacity					Energy		
	Summer Generation	Trans.	Distrib.	Electric Capacity DRIPE	Total Capacity Benefits	Electric	Electric Energy DRIPE	Total Energy Benefits
A - Residential	\$ 45,533,351	\$ 9,058,788	\$ 33,791,285	\$ -	\$ 88,383,423	\$ 143,510,905	\$ 17,126,274	\$ 160,637,179
A1 - Residential Whole House	\$ 21,376,337	\$ 4,375,473	\$ 15,821,266	\$ -	\$ 41,573,077	\$ 38,978,074	\$ 5,518,543	\$ 44,496,617
A1a - Residential New Construction	\$ 8,934,698	\$ 1,874,752	\$ 6,423,424	\$ -	\$ 17,232,875	\$ 5,417,481	\$ 341,085	\$ 5,758,566
A1b - Residential Multi-Family Retrofit	\$ 532,593	\$ 115,962	\$ 420,601	\$ -	\$ 1,069,156	\$ 2,778,163	\$ 290,316	\$ 3,068,478
A1c - Residential Home Energy Services - Measures	\$ 11,323,911	\$ 2,167,093	\$ 8,147,231	\$ -	\$ 21,638,235	\$ 27,325,694	\$ 2,984,878	\$ 30,310,572
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A1e - Residential Behavior/Feedback Program	\$ 585,135	\$ 217,666	\$ 830,011	\$ -	\$ 1,632,811	\$ 3,456,737	\$ 1,902,264	\$ 5,359,001
A2 - Residential Products	\$ 24,157,013	\$ 4,683,315	\$ 17,970,018	\$ -	\$ 46,810,346	\$ 104,532,831	\$ 11,607,731	\$ 116,140,562
A2a - Residential Heating & Cooling Equipment	\$ 1,408,910	\$ 280,436	\$ 1,014,638	\$ -	\$ 2,703,984	\$ 4,781,917	\$ 350,173	\$ 5,132,090
A2b - Residential Consumer Products	\$ 861,350	\$ 172,799	\$ 665,695	\$ -	\$ 1,699,844	\$ 2,641,246	\$ 346,698	\$ 2,987,943
A2c - Residential Lighting	\$ 21,886,753	\$ 4,230,080	\$ 16,289,686	\$ -	\$ 42,406,519	\$ 97,109,668	\$ 10,910,860	\$ 108,020,528
B - Low-Income	\$ 3,115,141	\$ 550,098	\$ 2,200,567	\$ -	\$ 5,865,806	\$ 10,817,521	\$ 1,277,974	\$ 12,095,496
B1 - Low-Income Whole House	\$ 3,115,141	\$ 550,098	\$ 2,200,567	\$ -	\$ 5,865,806	\$ 10,817,521	\$ 1,277,974	\$ 12,095,496
B1a - Low-Income Single Family Retrofit	\$ 2,130,371	\$ 357,615	\$ 1,455,439	\$ -	\$ 3,943,424	\$ 4,826,952	\$ 512,839	\$ 5,339,791
B1b - Low-Income Multi-Family Retrofit	\$ 984,770	\$ 192,483	\$ 745,129	\$ -	\$ 1,922,382	\$ 5,990,569	\$ 765,135	\$ 6,755,704
C - Commercial & Industrial	\$ 94,645,754	\$ 20,623,688	\$ 72,644,525	\$ -	\$ 187,913,967	\$ 390,868,685	\$ 34,067,836	\$ 424,936,520
C1 - C&I New Construction	\$ 20,069,405	\$ 4,142,265	\$ 14,555,685	\$ -	\$ 38,767,355	\$ 72,322,577	\$ 4,530,729	\$ 76,853,306
C1a - C&I New Buildings & Major Renovations	\$ 11,771,074	\$ 2,607,128	\$ 8,866,034	\$ -	\$ 23,244,236	\$ 43,783,236	\$ 2,780,874	\$ 46,564,110
C1b - C&I Initial Purchase & End of Useful Life	\$ 8,298,331	\$ 1,535,137	\$ 5,689,650	\$ -	\$ 15,523,119	\$ 28,539,341	\$ 1,749,855	\$ 30,289,196
C2 - C&I Retrofit	\$ 74,576,348	\$ 16,481,423	\$ 58,088,840	\$ -	\$ 149,146,612	\$ 318,546,108	\$ 29,537,106	\$ 348,083,214
C2a - C&I Existing Building Retrofit	\$ 49,479,695	\$ 10,787,908	\$ 37,375,791	\$ -	\$ 97,643,395	\$ 236,048,293	\$ 17,888,836	\$ 253,937,129
C2b - C&I Small Business	\$ 12,888,712	\$ 2,847,640	\$ 10,169,877	\$ -	\$ 25,906,229	\$ 39,542,006	\$ 4,360,084	\$ 43,902,090
C2c - C&I Multifamily Retrofit	\$ 858,913	\$ 196,636	\$ 672,685	\$ -	\$ 1,728,234	\$ 3,734,042	\$ 348,184	\$ 4,082,226
C2d - C&I Upstream Lighting	\$ 11,349,028	\$ 2,649,239	\$ 9,870,487	\$ -	\$ 23,868,754	\$ 39,221,767	\$ 6,940,003	\$ 46,161,770
Grand Total	\$ 143,294,245	\$ 30,232,574	\$ 108,636,377	\$ -	\$ 282,163,196	\$ 545,197,110	\$ 52,472,084	\$ 597,669,194

Program Benefits, Plan Year Summary

2017 Planned vs. Evaluated

Eversource Electric

June 8, 2018

Program	2017 Planned Benefits										
	Non-Electric Resource Benefits							Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits	Total Benefits	Resource Benefits per Participant
	Natural Gas Benefits			Other Resource Benefits							
	Natural Gas	Natural Gas DRIPE	Total Gas Benefits	Oil	Propane	Water	Total Other Resource Benefits				
A - Residential	\$ (11,527,444)	\$ (1,284,351)	\$ (12,811,796)	\$ 55,689,068	\$ 6,932,923	\$ 1,722,552	\$ 64,344,544	\$ 300,553,350	\$ 32,563,477	\$ 333,116,827	\$ 200.41
A1 - Residential Whole House	\$ 86,628	\$ 7,637	\$ 94,265	\$ 72,228,463	\$ 10,966,238	\$ 1,677,169	\$ 84,871,870	\$ 171,035,829	\$ 23,499,070	\$ 194,534,899	\$ 429.75
A1a - Residential New Construction	\$ -	\$ -	\$ -	\$ 386,468	\$ 3,036,705	\$ -	\$ 3,423,173	\$ 26,414,613	\$ 1,840,090	\$ 28,254,703	\$ 8,259.73
A1b - Residential Multi-Family Retrofit	\$ -	\$ -	\$ -	\$ 1,555,697	\$ -	\$ 146,596	\$ 1,702,293	\$ 5,839,927	\$ 1,205,987	\$ 7,045,914	\$ 665.97
A1c - Residential Home Energy Services - Measures	\$ 86,628	\$ 7,637	\$ 94,265	\$ 70,286,299	\$ 7,929,533	\$ 1,530,573	\$ 79,746,404	\$ 131,789,476	\$ 20,452,993	\$ 152,242,470	\$ 21,870.14
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A1e - Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,991,812	\$ -	\$ 6,991,812	\$ 18.40
A2 - Residential Products	\$ (11,614,073)	\$ (1,291,988)	\$ (12,906,061)	\$ (16,539,395)	\$ (4,033,315)	\$ 45,384	\$ (20,527,326)	\$ 129,517,521	\$ 9,064,407	\$ 138,581,928	\$ 117.56
A2a - Residential Heating & Cooling Equipment	\$ (213,289)	\$ (14,383)	\$ (227,671)	\$ -	\$ -	\$ -	\$ -	\$ 7,608,403	\$ 522,534	\$ 8,130,937	\$ 507.29
A2b - Residential Consumer Products	\$ 5,527	\$ 780	\$ 6,307	\$ 17,788	\$ 9,707	\$ 45,384	\$ 72,879	\$ 4,766,973	\$ -	\$ 4,766,973	\$ 351.08
A2c - Residential Lighting	\$ (11,406,311)	\$ (1,278,385)	\$ (12,684,696)	\$ (16,557,183)	\$ (4,043,022)	\$ -	\$ (20,600,205)	\$ 117,142,146	\$ 8,541,873	\$ 125,684,018	\$ 109.16
B - Low-Income	\$ -	\$ -	\$ -	\$ 14,090,329	\$ 820,554	\$ 20,206	\$ 14,931,089	\$ 32,892,390	\$ 12,495,561	\$ 45,387,951	\$ 2,531.16
B1 - Low-Income Whole House	\$ -	\$ -	\$ -	\$ 14,090,329	\$ 820,554	\$ 20,206	\$ 14,931,089	\$ 32,892,390	\$ 12,495,561	\$ 45,387,951	\$ 2,531.16
B1a - Low-Income Single Family Retrofit	\$ -	\$ -	\$ -	\$ 11,563,585	\$ 805,607	\$ 17,777	\$ 12,386,969	\$ 21,670,185	\$ 7,105,650	\$ 28,775,834	\$ 5,045.44
B1b - Low-Income Multi-Family Retrofit	\$ -	\$ -	\$ -	\$ 2,526,743	\$ 14,947	\$ 2,429	\$ 2,544,120	\$ 11,222,206	\$ 5,389,911	\$ 16,612,116	\$ 1,289.91
C - Commercial & Industrial	\$ (58,109,205)	\$ (4,543,693)	\$ (62,652,898)	\$ (16,569,349)	\$ -	\$ -	\$ (16,569,349)	\$ 533,628,240	\$ 93,718,888	\$ 627,347,128	\$ 62,713.39
C1 - C&I New Construction	\$ (248,899)	\$ (22,037)	\$ (270,936)	\$ (1,199,921)	\$ -	\$ -	\$ (1,199,921)	\$ 114,149,804	\$ -	\$ 114,149,804	\$ 199,214.32
C1a - C&I New Buildings & Major Renovations	\$ (248,899)	\$ (22,037)	\$ (270,936)	\$ (1,199,921)	\$ -	\$ -	\$ (1,199,921)	\$ 68,337,489	\$ -	\$ 68,337,489	\$ 205,835.81
C1b - C&I Initial Purchase & End of Useful Life	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 45,812,315	\$ -	\$ 45,812,315	\$ 190,092.59
C2 - C&I Retrofit	\$ (57,860,306)	\$ (4,521,655)	\$ (62,381,961)	\$ (15,369,428)	\$ -	\$ -	\$ (15,369,428)	\$ 419,478,436	\$ 93,718,888	\$ 513,197,324	\$ 52,857.67
C2a - C&I Existing Building Retrofit	\$ (52,435,066)	\$ (3,788,641)	\$ (56,223,707)	\$ (7,098,979)	\$ -	\$ -	\$ (7,098,979)	\$ 288,257,837	\$ 66,869,940	\$ 355,127,778	\$ 318,869.29
C2b - C&I Small Business	\$ (3,846,413)	\$ (458,748)	\$ (4,305,161)	\$ (1,026,433)	\$ -	\$ -	\$ (1,026,433)	\$ 64,476,726	\$ 15,240,965	\$ 79,717,690	\$ 28,580.11
C2c - C&I Multifamily Retrofit	\$ (57,219)	\$ (5,628)	\$ (62,846)	\$ (279,776)	\$ -	\$ -	\$ (279,776)	\$ 5,467,838	\$ 1,881,870	\$ 7,349,708	\$ 364,522.52
C2d - C&I Upstream Lighting	\$ (1,521,609)	\$ (268,639)	\$ (1,790,248)	\$ (6,964,240)	\$ -	\$ -	\$ (6,964,240)	\$ 61,276,035	\$ 9,726,113	\$ 71,002,148	\$ 12,870.41
Grand Total	\$ (69,636,650)	\$ (5,828,044)	\$ (75,464,694)	\$ 53,210,048	\$ 7,753,478	\$ 1,742,758	\$ 62,706,283	\$ 867,073,980	\$ 138,777,926	\$ 1,005,851,906	\$ 570.00

Program Benefits, Plan Year Summary

2017 Planned vs. Evaluated

Eversource Electric

June 8, 2018

2017 Evaluated Benefits								
Program	Electric Benefits							
	Capacity				Energy			
	Summer Generation	Trans.	Distrib.	Electric Capacity DRIPE	Total Capacity Benefits	Electric	Electric Energy DRIPE	Total Energy Benefits
A - Residential	\$ 47,856,541	\$ 10,484,471	\$ 38,596,776	\$ -	\$ 96,937,788	\$ 143,916,344	\$ 22,269,499	\$ 166,185,842
A1 - Residential Whole House	\$ 18,607,696	\$ 4,063,157	\$ 14,483,373	\$ -	\$ 37,154,225	\$ 37,764,631	\$ 6,423,385	\$ 44,188,016
A1a - Residential New Construction	\$ 8,584,257	\$ 1,861,519	\$ 6,335,512	\$ -	\$ 16,781,287	\$ 8,990,198	\$ 837,831	\$ 9,828,029
A1b - Residential Multi-Family Retrofit	\$ 180,880	\$ 44,860	\$ 158,697	\$ -	\$ 384,437	\$ 1,883,440	\$ 211,895	\$ 2,095,335
A1c - Residential Home Energy Services - Measures	\$ 9,121,986	\$ 1,897,386	\$ 6,982,748	\$ -	\$ 18,002,120	\$ 22,634,142	\$ 3,031,087	\$ 25,665,230
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A1e - Residential Behavior/Feedback Program	\$ 720,573	\$ 259,391	\$ 1,006,416	\$ -	\$ 1,986,381	\$ 4,256,851	\$ 2,342,572	\$ 6,599,423
A2 - Residential Products	\$ 29,248,845	\$ 6,421,315	\$ 24,113,403	\$ -	\$ 59,783,563	\$ 106,151,713	\$ 15,846,113	\$ 121,997,827
A2a - Residential Heating & Cooling Equipment	\$ 1,529,076	\$ 313,559	\$ 1,127,436	\$ -	\$ 2,970,071	\$ 5,942,728	\$ 432,950	\$ 6,375,677
A2b - Residential Consumer Products	\$ 1,585,551	\$ 325,714	\$ 1,229,204	\$ -	\$ 3,140,469	\$ 3,601,286	\$ 437,709	\$ 4,038,995
A2c - Residential Lighting	\$ 26,134,218	\$ 5,782,042	\$ 21,756,763	\$ -	\$ 53,673,022	\$ 96,607,699	\$ 14,975,455	\$ 111,583,154
B - Low-Income	\$ 3,721,451	\$ 634,209	\$ 2,636,875	\$ -	\$ 6,992,535	\$ 13,856,150	\$ 1,720,258	\$ 15,576,408
B1 - Low-Income Whole House	\$ 3,721,451	\$ 634,209	\$ 2,636,875	\$ -	\$ 6,992,535	\$ 13,856,150	\$ 1,720,258	\$ 15,576,408
B1a - Low-Income Single Family Retrofit	\$ 2,756,001	\$ 437,497	\$ 1,854,475	\$ -	\$ 5,047,973	\$ 5,142,847	\$ 574,373	\$ 5,717,220
B1b - Low-Income Multi-Family Retrofit	\$ 965,451	\$ 196,711	\$ 782,401	\$ -	\$ 1,944,563	\$ 8,713,302	\$ 1,145,885	\$ 9,859,187
C - Commercial & Industrial	\$ 112,655,364	\$ 19,967,301	\$ 77,006,761	\$ -	\$ 209,629,426	\$ 420,588,040	\$ 31,350,002	\$ 451,938,042
C1 - C&I New Construction	\$ 16,087,218	\$ 3,109,581	\$ 11,272,412	\$ -	\$ 30,469,211	\$ 64,704,931	\$ 4,167,842	\$ 68,872,773
C1a - C&I New Buildings & Major Renovations	\$ 8,022,507	\$ 1,616,782	\$ 5,753,985	\$ -	\$ 15,393,273	\$ 31,133,504	\$ 2,071,579	\$ 33,205,083
C1b - C&I Initial Purchase & End of Useful Life	\$ 8,064,712	\$ 1,492,799	\$ 5,518,427	\$ -	\$ 15,075,938	\$ 33,571,427	\$ 2,096,264	\$ 35,667,690
C2 - C&I Retrofit	\$ 96,568,145	\$ 16,857,720	\$ 65,734,349	\$ -	\$ 179,160,215	\$ 355,883,109	\$ 27,182,160	\$ 383,065,269
C2a - C&I Existing Building Retrofit	\$ 59,294,208	\$ 9,020,920	\$ 37,385,784	\$ -	\$ 105,700,912	\$ 251,092,444	\$ 16,725,936	\$ 267,818,381
C2b - C&I Small Business	\$ 24,509,033	\$ 4,955,663	\$ 17,994,005	\$ -	\$ 47,458,701	\$ 63,824,658	\$ 5,381,519	\$ 69,206,177
C2c - C&I Multifamily Retrofit	\$ 325,620	\$ 86,797	\$ 293,493	\$ -	\$ 705,910	\$ 3,249,759	\$ 445,478	\$ 3,695,237
C2d - C&I Upstream Lighting	\$ 12,439,284	\$ 2,794,340	\$ 10,061,068	\$ -	\$ 25,294,692	\$ 37,716,248	\$ 4,629,226	\$ 42,345,474
Grand Total	\$ 164,233,356	\$ 31,085,981	\$ 118,240,413	\$ -	\$ 313,559,749	\$ 578,360,533	\$ 55,339,759	\$ 633,700,292

Program Benefits, Plan Year Summary

2017 Planned vs. Evaluated

Eversource Electric

June 8, 2018

Program	2017 Evaluated Benefits										
	Non-Electric Resource Benefits							Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits	Total Benefits	Resource Benefits per Participant
	Natural Gas Benefits			Other Resource Benefits							
	Natural Gas	Natural Gas DRIPE	Total Gas Benefits	Oil	Propane	Water	Total Other Resource Benefits				
A - Residential	\$ (12,293,897)	\$ (1,739,368)	\$ (14,033,266)	\$ 34,956,298	\$ 6,457,531	\$ 1,711,472	\$ 43,125,301	\$ 292,215,666	\$ 26,461,133	\$ 318,676,799	\$ 171.23
A1 - Residential Whole House	\$ (199,603)	\$ (35,649)	\$ (235,252)	\$ 52,292,150	\$ 10,758,261	\$ 1,557,055	\$ 64,607,466	\$ 145,714,455	\$ 14,143,817	\$ 159,858,271	\$ 335.01
A1a - Residential New Construction	\$ (289,999)	\$ (40,911)	\$ (330,910)	\$ (288,006)	\$ 5,885,158	\$ -	\$ 5,597,152	\$ 31,875,558	\$ 863,381	\$ 32,738,939	\$ 6,043.91
A1b - Residential Multi-Family Retrofit	\$ -	\$ -	\$ -	\$ 250,630	\$ 152,023	\$ 40,990	\$ 443,643	\$ 2,923,415	\$ 1,235,118	\$ 4,158,532	\$ 639.00
A1c - Residential Home Energy Services - Measures	\$ 90,396	\$ 5,262	\$ 95,658	\$ 52,329,526	\$ 4,721,080	\$ 1,516,065	\$ 58,566,671	\$ 102,329,678	\$ 12,045,318	\$ 114,374,996	\$ 8,367.10
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A1e - Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,585,803	\$ -	\$ 8,585,803	\$ 20.80
A2 - Residential Products	\$ (12,094,294)	\$ (1,703,719)	\$ (13,798,014)	\$ (17,335,851)	\$ (4,300,730)	\$ 154,416	\$ (21,482,165)	\$ 146,501,211	\$ 12,317,316	\$ 158,818,527	\$ 115.21
A2a - Residential Heating & Cooling Equipment	\$ (126,870)	\$ (8,857)	\$ (135,726)	\$ (51,439)	\$ (6,855)	\$ -	\$ (58,294)	\$ 9,151,728	\$ 243,576	\$ 9,395,304	\$ 436.51
A2b - Residential Consumer Products	\$ 33,660	\$ 4,749	\$ 38,409	\$ 33,059	\$ 17,290	\$ 154,416	\$ 204,765	\$ 7,422,639	\$ -	\$ 7,422,639	\$ 368.50
A2c - Residential Lighting	\$ (12,001,085)	\$ (1,699,611)	\$ (13,700,696)	\$ (17,317,472)	\$ (4,311,164)	\$ -	\$ (21,628,636)	\$ 129,926,845	\$ 12,073,740	\$ 142,000,584	\$ 105.58
B - Low-Income	\$ 301,889	\$ 26,316	\$ 328,205	\$ 11,086,792	\$ 1,129,039	\$ 153,142	\$ 12,368,974	\$ 35,266,122	\$ 23,797,281	\$ 59,063,403	\$ 1,623.97
B1 - Low-Income Whole House	\$ 301,889	\$ 26,316	\$ 328,205	\$ 11,086,792	\$ 1,129,039	\$ 153,142	\$ 12,368,974	\$ 35,266,122	\$ 23,797,281	\$ 59,063,403	\$ 1,623.97
B1a - Low-Income Single Family Retrofit	\$ 301,889	\$ 26,316	\$ 328,205	\$ 11,060,766	\$ 1,129,039	\$ 153,142	\$ 12,342,948	\$ 23,436,346	\$ 15,172,689	\$ 38,609,035	\$ 3,413.39
B1b - Low-Income Multi-Family Retrofit	\$ -	\$ -	\$ -	\$ 26,026	\$ -	\$ -	\$ 26,026	\$ 11,829,776	\$ 8,624,593	\$ 20,454,368	\$ 796.62
C - Commercial & Industrial	\$ (80,719,140)	\$ (5,405,653)	\$ (86,124,792)	\$ (12,520,590)	\$ -	\$ -	\$ (12,520,590)	\$ 562,922,085	\$ 74,559,279	\$ 637,481,364	\$ 57,771.15
C1 - C&I New Construction	\$ (2,139,643)	\$ (114,350)	\$ (2,253,993)	\$ (1,193,220)	\$ -	\$ -	\$ (1,193,220)	\$ 95,894,771	\$ 1,001,839	\$ 96,896,610	\$ 109,219.56
C1a - C&I New Buildings & Major Renovations	\$ 2,106,427	\$ 198,800	\$ 2,305,227	\$ (1,055,001)	\$ -	\$ -	\$ (1,055,001)	\$ 49,848,581	\$ 2,450,745	\$ 52,299,326	\$ 179,958.78
C1b - C&I Initial Purchase & End of Useful Life	\$ (4,246,069)	\$ (313,150)	\$ (4,559,220)	\$ (138,218)	\$ -	\$ -	\$ (138,218)	\$ 46,046,190	\$ (1,448,905)	\$ 44,597,284	\$ 76,615.96
C2 - C&I Retrofit	\$ (78,579,497)	\$ (5,291,302)	\$ (83,870,799)	\$ (11,327,370)	\$ -	\$ -	\$ (11,327,370)	\$ 467,027,314	\$ 73,557,440	\$ 540,584,754	\$ 52,676.21
C2a - C&I Existing Building Retrofit	\$ (72,364,685)	\$ (4,665,339)	\$ (77,030,024)	\$ (9,706,219)	\$ -	\$ -	\$ (9,706,219)	\$ 286,783,050	\$ 43,970,492	\$ 330,753,541	\$ 355,369.33
C2b - C&I Small Business	\$ (5,920,501)	\$ (580,923)	\$ (6,501,424)	\$ (1,591,112)	\$ -	\$ -	\$ (1,591,112)	\$ 108,572,342	\$ 23,872,690	\$ 132,445,032	\$ 49,395.97
C2c - C&I Multifamily Retrofit	\$ (1,463)	\$ (210)	\$ (1,673)	\$ (6,951)	\$ -	\$ -	\$ (6,951)	\$ 4,392,523	\$ 1,426,144	\$ 5,818,667	\$ 627,503.31
C2d - C&I Upstream Lighting	\$ (292,848)	\$ (44,830)	\$ (337,678)	\$ (23,089)	\$ -	\$ -	\$ (23,089)	\$ 67,279,399	\$ 4,288,115	\$ 71,567,514	\$ 11,492.89
Grand Total	\$ (92,711,148)	\$ (7,118,705)	\$ (99,829,853)	\$ 33,522,501	\$ 7,586,570	\$ 1,864,614	\$ 42,973,685	\$ 890,403,873	\$ 124,817,693	\$ 1,015,221,566	\$ 512.29

Program Benefits, Plan Year Summary

2017 Planned vs. Evaluated

Eversource Electric

June 8, 2018

2017 Planned v. Evaluated Benefit Variances (%)								
Program	Electric Benefits							
	Capacity				Energy			
	Summer Generation	Trans.	Distrib.	Electric Capacity DRIPE	Total Capacity Benefits	Electric	Electric Energy DRIPE	Total Energy Benefits
A - Residential	5%	16%	14%		10%	0%	30%	3%
A1 - Residential Whole House	-13%	-7%	-8%		-11%	-3%	16%	-1%
A1a - Residential New Construction	-4%	-1%	-1%		-3%	66%	146%	71%
A1b - Residential Multi-Family Retrofit	-66%	-61%	-62%		-64%	-32%	-27%	-32%
A1c - Residential Home Energy Services - Measures	-19%	-12%	-14%		-17%	-17%	2%	-15%
A1d - Residential Home Energy Services - RCS								
A1e - Residential Behavior/Feedback Program	23%	19%	21%		22%	23%	23%	23%
A2 - Residential Products	21%	37%	34%		28%	2%	37%	5%
A2a - Residential Heating & Cooling Equipment	9%	12%	11%		10%	24%	24%	24%
A2b - Residential Consumer Products	84%	88%	85%		85%	36%	26%	35%
A2c - Residential Lighting	19%	37%	34%		27%	-1%	37%	3%
B - Low-Income	19%	15%	20%		19%	28%	35%	29%
B1 - Low-Income Whole House	19%	15%	20%		19%	28%	35%	29%
B1a - Low-Income Single Family Retrofit	29%	22%	27%		28%	7%	12%	7%
B1b - Low-Income Multi-Family Retrofit	-2%	2%	5%		1%	45%	50%	46%
C - Commercial & Industrial	19%	-3%	6%		12%	8%	-8%	6%
C1 - C&I New Construction	-20%	-25%	-23%		-21%	-11%	-8%	-10%
C1a - C&I New Buildings & Major Renovations	-32%	-38%	-35%		-34%	-29%	-26%	-29%
C1b - C&I Initial Purchase & End of Useful Life	-3%	-3%	-3%		-3%	18%	20%	18%
C2 - C&I Retrofit	29%	2%	13%		20%	12%	-8%	10%
C2a - C&I Existing Building Retrofit	20%	-16%	0%		8%	6%	-7%	5%
C2b - C&I Small Business	90%	74%	77%		83%	61%	23%	58%
C2c - C&I Multifamily Retrofit	-62%	-56%	-56%		-59%	-13%	28%	-9%
C2d - C&I Upstream Lighting	10%	5%	2%		6%	-4%	-33%	-8%
Grand Total	15%	3%	9%		11%	6%	5%	6%

Notes

- Total Resource Benefits is the sum of electric benefits, natural gas benefits, and other resource benefits.
- The plan year variances provided above are intended to indicate the Program Administrator's performance in the plan year only. The variances used to determine significant variances are provided separately. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Program Benefits, Plan Year Summary

2017 Planned vs. Evaluated

Eversource Electric

June 8, 2018

Program	2017 Planned v. Evaluated Benefit Variances (%)										
	Non-Electric Resource Benefits							Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits	Total Benefits	Resource Benefits per Participant
	Natural Gas Benefits			Other Resource Benefits							
	Natural Gas	Natural Gas DRIPE	Total Gas Benefits	Oil	Propane	Water	Total Other Resource Benefits				
A - Residential	7%	35%	10%	-37%	-7%	-1%	-33%	-3%	-19%	-4%	-15%
A1 - Residential Whole House	-330%	-567%	-350%	-28%	-2%	-7%	-24%	-15%	-40%	-18%	-22%
A1a - Residential New Construction				-175%	94%		64%	21%	-53%	16%	-27%
A1b - Residential Multi-Family Retrofit				-84%		-72%	-74%	-50%	2%	-41%	-4%
A1c - Residential Home Energy Services - Measures	4%	-31%	1%	-26%	-40%	-1%	-27%	-22%	-41%	-25%	-62%
A1d - Residential Home Energy Services - RCS											
A1e - Residential Behavior/Feedback Program								23%		23%	13%
A2 - Residential Products	4%	32%	7%	5%	7%	240%	5%	13%	36%	15%	-2%
A2a - Residential Heating & Cooling Equipment	-41%	-38%	-40%					20%	-53%	16%	-14%
A2b - Residential Consumer Products		509%	509%	86%	78%	240%	181%	56%		56%	5%
A2c - Residential Lighting	5%	33%	8%	5%	7%		5%	11%	41%	13%	-3%
B - Low-Income				-21%	38%	658%	-17%	7%	90%	30%	-36%
B1 - Low-Income Whole House				-21%	38%	658%	-17%	7%	90%	30%	-36%
B1a - Low-Income Single Family Retrofit				-4%	40%	761%	0%	8%	114%	34%	-32%
B1b - Low-Income Multi-Family Retrofit				-99%	-100%	-100%	-99%	5%	60%	23%	-38%
C - Commercial & Industrial	39%	19%	37%	-24%			-24%	5%	-20%	2%	-8%
C1 - C&I New Construction		419%	732%	-1%			-1%	-16%		-15%	-45%
C1a - C&I New Buildings & Major Renovations		-946%	-1002%	-951%	-12%		-12%	-27%		-23%	-13%
C1b - C&I Initial Purchase & End of Useful Life								1%		-3%	-60%
C2 - C&I Retrofit	36%	17%	34%	-26%			-26%	11%	-22%	5%	0%
C2a - C&I Existing Building Retrofit	38%	23%	37%	37%			37%	-1%	-34%	-7%	11%
C2b - C&I Small Business	54%	27%	51%	55%			55%	68%	57%	66%	73%
C2c - C&I Multifamily Retrofit	-97%	-96%	-97%	-98%			-98%	-20%	-24%	-21%	72%
C2d - C&I Upstream Lighting	-81%	-83%	-81%	-100%			-100%	10%	-56%	1%	-11%
Grand Total	33%	22%	32%	-37%	-2%	7%	-31%	3%	-10%	1%	-10%

Program Benefits, Three-Year Total

2016-2018 Benefits

Eversource Electric

June 8, 2018

2016 Evaluated Benefits								
Program	Electric Benefits							
	Capacity					Energy		
	Summer Generation	Trans.	Distrib.	Electric Capacity DRIPE	Total Capacity Benefits	Electric	Electric Energy DRIPE	Total Energy Benefits
A - Residential	\$ 31,179,166	\$ 7,806,358	\$ 29,260,363	\$ -	\$ 68,245,887	\$ 119,561,984	\$ 32,711,303	\$ 152,273,287
A1 - Residential Whole House	\$ 13,630,444	\$ 3,308,005	\$ 12,050,435	\$ -	\$ 28,988,884	\$ 41,033,162	\$ 10,804,784	\$ 51,837,946
A1a - Residential New Construction	\$ 3,536,805	\$ 831,884	\$ 2,882,312	\$ -	\$ 7,251,001	\$ 5,861,456	\$ 1,177,697	\$ 7,039,153
A1b - Residential Multi-Family Retrofit	\$ 574,115	\$ 161,426	\$ 552,853	\$ -	\$ 1,288,394	\$ 2,561,047	\$ 608,397	\$ 3,169,444
A1c - Residential Home Energy Services - Measures	\$ 9,121,860	\$ 2,037,043	\$ 7,547,152	\$ -	\$ 18,706,055	\$ 28,498,964	\$ 5,960,766	\$ 34,459,730
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A1e - Residential Behavior/Feedback Program	\$ 397,664	\$ 277,652	\$ 1,068,119	\$ -	\$ 1,743,434	\$ 4,111,695	\$ 3,057,924	\$ 7,169,619
A2 - Residential Products	\$ 17,548,722	\$ 4,498,353	\$ 17,209,928	\$ -	\$ 39,257,003	\$ 78,528,822	\$ 21,906,519	\$ 100,435,341
A2a - Residential Heating & Cooling Equipment	\$ 1,260,271	\$ 268,684	\$ 974,707	\$ -	\$ 2,503,662	\$ 4,724,513	\$ 578,480	\$ 5,302,993
A2b - Residential Consumer Products	\$ 1,021,390	\$ 254,064	\$ 942,102	\$ -	\$ 2,217,556	\$ 3,224,390	\$ 746,793	\$ 3,971,183
A2c - Residential Lighting	\$ 15,267,061	\$ 3,975,605	\$ 15,293,119	\$ -	\$ 34,535,785	\$ 70,579,919	\$ 20,581,246	\$ 91,161,165
B - Low-Income	\$ 2,841,464	\$ 548,047	\$ 2,259,157	\$ -	\$ 5,648,668	\$ 14,412,189	\$ 3,099,687	\$ 17,511,876
B1 - Low-Income Whole House	\$ 2,841,464	\$ 548,047	\$ 2,259,157	\$ -	\$ 5,648,668	\$ 14,412,189	\$ 3,099,687	\$ 17,511,876
B1a - Low-Income Single Family Retrofit	\$ 1,984,335	\$ 341,812	\$ 1,442,805	\$ -	\$ 3,768,952	\$ 4,801,321	\$ 923,667	\$ 5,724,988
B1b - Low-Income Multi-Family Retrofit	\$ 857,129	\$ 206,235	\$ 816,352	\$ -	\$ 1,879,716	\$ 9,610,868	\$ 2,176,020	\$ 11,786,888
C - Commercial & Industrial	\$ 156,118,869	\$ 29,517,875	\$ 116,644,286	\$ -	\$ 302,281,029	\$ 414,257,707	\$ 65,097,668	\$ 479,355,375
C1 - C&I New Construction	\$ 68,439,500	\$ 8,237,458	\$ 41,297,974	\$ -	\$ 117,974,932	\$ 109,081,937	\$ 11,827,413	\$ 120,909,351
C1a - C&I New Buildings & Major Renovations	\$ 15,616,378	\$ 3,481,019	\$ 12,042,089	\$ -	\$ 31,139,485	\$ 42,293,357	\$ 4,548,289	\$ 46,841,646
C1b - C&I Initial Purchase & End of Useful Life	\$ 52,823,123	\$ 4,756,439	\$ 29,255,885	\$ -	\$ 86,835,447	\$ 66,788,580	\$ 7,279,125	\$ 74,067,705
C2 - C&I Retrofit	\$ 87,679,368	\$ 21,280,417	\$ 75,346,312	\$ -	\$ 184,306,097	\$ 305,175,770	\$ 53,270,254	\$ 358,446,024
C2a - C&I Existing Building Retrofit	\$ 44,346,985	\$ 10,794,155	\$ 36,905,402	\$ -	\$ 92,046,542	\$ 167,705,868	\$ 23,617,259	\$ 191,323,127
C2b - C&I Small Business	\$ 19,324,313	\$ 4,220,176	\$ 15,337,635	\$ -	\$ 38,882,124	\$ 61,021,493	\$ 9,073,358	\$ 70,094,851
C2c - C&I Multifamily Retrofit	\$ 439,241	\$ 122,346	\$ 410,542	\$ -	\$ 972,128	\$ 3,254,591	\$ 632,198	\$ 3,886,789
C2d - C&I Upstream Lighting	\$ 23,568,830	\$ 6,143,739	\$ 22,692,733	\$ -	\$ 52,405,302	\$ 73,193,817	\$ 19,947,440	\$ 93,141,258
Grand Total	\$ 190,139,499	\$ 37,872,279	\$ 148,163,806	\$ -	\$ 376,175,584	\$ 548,231,880	\$ 100,908,658	\$ 649,140,538

Program Benefits, Three-Year Total

2016-2018 Benefits

Eversource Electric

June 8, 2018

Program	2016 Evaluated Benefits										
	Non-Electric Resource Benefits							Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits	Total Benefits	Resource Benefits per Participant
	Natural Gas Benefits			Other Resource Benefits							
	Natural Gas	Natural Gas DRIPE	Total Gas Benefits	Oil	Propane	Water	Total Other Resource Benefits				
A - Residential	\$ (10,300,866)	\$ (2,798,976)	\$ (13,099,843)	\$ 42,048,609	\$ 8,017,534	\$ 1,758,585	\$ 51,824,728	\$ 259,244,060	\$ 32,817,772	\$ 292,061,832	\$ 168.82
A1 - Residential Whole House	\$ (80,779)	\$ (82,056)	\$ (162,835)	\$ 58,015,314	\$ 9,161,423	\$ 1,452,967	\$ 68,629,704	\$ 149,293,699	\$ 23,631,605	\$ 172,925,304	\$ 332.96
A1a - Residential New Construction	\$ (240,168)	\$ (96,722)	\$ (336,890)	\$ (485,179)	\$ 4,270,624	\$ -	\$ 3,785,445	\$ 17,738,708	\$ 4,068,301	\$ 21,807,009	\$ 4,699.00
A1b - Residential Multi-Family Retrofit	\$ -	\$ -	\$ -	\$ 630,729	\$ 157,401	\$ 67,111	\$ 855,242	\$ 5,313,080	\$ 1,573,145	\$ 6,886,225	\$ 514.04
A1c - Residential Home Energy Services - Measures	\$ 159,389	\$ 14,666	\$ 174,055	\$ 57,869,763	\$ 4,733,398	\$ 1,385,856	\$ 63,989,017	\$ 117,328,857	\$ 17,990,159	\$ 135,319,016	\$ 19,463.98
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A1e - Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,913,054	\$ -	\$ 8,913,054	\$ 20.81
A2 - Residential Products	\$ (10,220,088)	\$ (2,716,920)	\$ (12,937,008)	\$ (15,966,704)	\$ (1,143,890)	\$ 305,618	\$ (16,804,976)	\$ 109,950,361	\$ 9,186,167	\$ 119,136,528	\$ 101.13
A2a - Residential Heating & Cooling Equipment	\$ (161,073)	\$ (17,729)	\$ (178,802)	\$ (51,322)	\$ (6,861)	\$ -	\$ (58,182)	\$ 7,569,672	\$ 405,494	\$ 7,975,165	\$ 493.07
A2b - Residential Consumer Products	\$ 68,496	\$ 18,009	\$ 86,506	\$ 63,910	\$ 51,349	\$ 305,618	\$ 420,877	\$ 6,696,121	\$ -	\$ 6,696,121	\$ 266.81
A2c - Residential Lighting	\$ (10,127,511)	\$ (2,717,201)	\$ (12,844,711)	\$ (15,979,293)	\$ (1,188,378)	\$ -	\$ (17,167,671)	\$ 95,684,568	\$ 8,780,674	\$ 104,465,241	\$ 91.40
B - Low-Income	\$ 105	\$ 28	\$ 134	\$ 10,230,153	\$ 1,178,127	\$ 16,639	\$ 11,424,919	\$ 34,585,597	\$ 20,554,080	\$ 55,139,676	\$ 2,243.34
B1 - Low-Income Whole House	\$ 105	\$ 28	\$ 134	\$ 10,230,153	\$ 1,178,127	\$ 16,639	\$ 11,424,919	\$ 34,585,597	\$ 20,554,080	\$ 55,139,676	\$ 2,243.34
B1a - Low-Income Single Family Retrofit	\$ 105	\$ 28	\$ 134	\$ 10,230,153	\$ 1,178,127	\$ 16,639	\$ 11,424,919	\$ 20,918,993	\$ 15,004,244	\$ 35,923,236	\$ 3,268.08
B1b - Low-Income Multi-Family Retrofit	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 13,666,604	\$ 5,549,836	\$ 19,216,440	\$ 1,515.82
C - Commercial & Industrial	\$ (41,498,336)	\$ (5,440,958)	\$ (46,939,294)	\$ (25,469,077)	\$ -	\$ -	\$ (25,469,077)	\$ 709,228,033	\$ 108,598,835	\$ 817,826,868	\$ 64,519.27
C1 - C&I New Construction	\$ (9,126,346)	\$ (1,059,875)	\$ (10,186,222)	\$ (1,628,555)	\$ -	\$ -	\$ (1,628,555)	\$ 227,069,507	\$ 3,006,775	\$ 230,076,282	\$ 356,187.46
C1a - C&I New Buildings & Major Renovations	\$ (5,846,256)	\$ (652,658)	\$ (6,498,914)	\$ (1,447,903)	\$ -	\$ -	\$ (1,447,903)	\$ 70,034,315	\$ 3,006,775	\$ 73,041,090	\$ 288,207.06
C1b - C&I Initial Purchase & End of Useful Life	\$ (3,280,091)	\$ (407,217)	\$ (3,687,308)	\$ (180,652)	\$ -	\$ -	\$ (180,652)	\$ 157,035,192	\$ -	\$ 157,035,192	\$ 398,061.32
C2 - C&I Retrofit	\$ (32,371,990)	\$ (4,381,082)	\$ (36,753,072)	\$ (23,840,523)	\$ -	\$ -	\$ (23,840,523)	\$ 482,158,526	\$ 105,592,059	\$ 587,750,586	\$ 46,562.87
C2a - C&I Existing Building Retrofit	\$ (23,409,966)	\$ (2,628,267)	\$ (26,038,233)	\$ (9,249,521)	\$ -	\$ -	\$ (9,249,521)	\$ 248,081,915	\$ 58,417,120	\$ 306,499,035	\$ 277,186.50
C2b - C&I Small Business	\$ (6,123,876)	\$ (977,931)	\$ (7,101,806)	\$ (1,640,189)	\$ -	\$ -	\$ (1,640,189)	\$ 100,234,980	\$ 23,675,064	\$ 123,910,044	\$ 56,343.44
C2c - C&I Multifamily Retrofit	\$ -	\$ -	\$ -	\$ 31,195	\$ -	\$ -	\$ 31,195	\$ 4,890,112	\$ 1,242,419	\$ 6,132,532	\$ 305,632.03
C2d - C&I Upstream Lighting	\$ (2,838,148)	\$ (774,885)	\$ (3,613,033)	\$ (12,982,008)	\$ -	\$ -	\$ (12,982,008)	\$ 128,951,519	\$ 22,257,456	\$ 151,208,975	\$ 16,823.42
Grand Total	\$ (51,799,097)	\$ (8,239,906)	\$ (60,039,003)	\$ 26,809,685	\$ 9,195,661	\$ 1,775,223	\$ 37,780,569	\$ 1,003,057,690	\$ 161,970,686	\$ 1,165,028,376	\$ 642.13

Program Benefits, Three-Year Total

2016-2018 Benefits

Eversource Electric

June 8, 2018

2017 Evaluated Benefits								
Program	Electric Benefits							
	Capacity					Energy		
	Summer Generation	Trans.	Distrib.	Electric Capacity DRIPE	Total Capacity Benefits	Electric	Electric Energy DRIPE	Total Energy Benefits
A - Residential	\$ 47,856,541	\$ 10,484,471	\$ 38,596,776	\$ -	\$ 96,937,788	\$ 143,916,344	\$ 22,269,499	\$ 166,185,842
A1 - Residential Whole House	\$ 18,607,696	\$ 4,063,157	\$ 14,483,373	\$ -	\$ 37,154,225	\$ 37,764,631	\$ 6,423,385	\$ 44,188,016
A1a - Residential New Construction	\$ 8,584,257	\$ 1,861,519	\$ 6,335,512	\$ -	\$ 16,781,287	\$ 8,990,198	\$ 837,831	\$ 9,828,029
A1b - Residential Multi-Family Retrofit	\$ 180,880	\$ 44,860	\$ 158,697	\$ -	\$ 384,437	\$ 1,883,440	\$ 211,895	\$ 2,095,335
A1c - Residential Home Energy Services - Measures	\$ 9,121,986	\$ 1,897,386	\$ 6,982,748	\$ -	\$ 18,002,120	\$ 22,634,142	\$ 3,031,087	\$ 25,665,230
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A1e - Residential Behavior/Feedback Program	\$ 720,573	\$ 259,391	\$ 1,006,416	\$ -	\$ 1,986,381	\$ 4,256,851	\$ 2,342,572	\$ 6,599,423
A2 - Residential Products	\$ 29,248,845	\$ 6,421,315	\$ 24,113,403	\$ -	\$ 59,783,563	\$ 106,151,713	\$ 15,846,113	\$ 121,997,827
A2a - Residential Heating & Cooling Equipment	\$ 1,529,076	\$ 313,559	\$ 1,127,436	\$ -	\$ 2,970,071	\$ 5,942,728	\$ 432,950	\$ 6,375,677
A2b - Residential Consumer Products	\$ 1,585,551	\$ 325,714	\$ 1,229,204	\$ -	\$ 3,140,469	\$ 3,601,286	\$ 437,709	\$ 4,038,995
A2c - Residential Lighting	\$ 26,134,218	\$ 5,782,042	\$ 21,756,763	\$ -	\$ 53,673,022	\$ 96,607,699	\$ 14,975,455	\$ 111,583,154
B - Low-Income	\$ 3,721,451	\$ 634,209	\$ 2,636,875	\$ -	\$ 6,992,535	\$ 13,856,150	\$ 1,720,258	\$ 15,576,408
B1 - Low-Income Whole House	\$ 3,721,451	\$ 634,209	\$ 2,636,875	\$ -	\$ 6,992,535	\$ 13,856,150	\$ 1,720,258	\$ 15,576,408
B1a - Low-Income Single Family Retrofit	\$ 2,756,001	\$ 437,497	\$ 1,854,475	\$ -	\$ 5,047,973	\$ 5,142,847	\$ 574,373	\$ 5,717,220
B1b - Low-Income Multi-Family Retrofit	\$ 965,451	\$ 196,711	\$ 782,401	\$ -	\$ 1,944,563	\$ 8,713,302	\$ 1,145,885	\$ 9,859,187
C - Commercial & Industrial	\$ 112,655,364	\$ 19,967,301	\$ 77,006,761	\$ -	\$ 209,629,426	\$ 420,588,040	\$ 31,350,002	\$ 451,938,042
C1 - C&I New Construction	\$ 16,087,218	\$ 3,109,581	\$ 11,272,412	\$ -	\$ 30,469,211	\$ 64,704,931	\$ 4,167,842	\$ 68,872,773
C1a - C&I New Buildings & Major Renovations	\$ 8,022,507	\$ 1,616,782	\$ 5,753,985	\$ -	\$ 15,393,273	\$ 31,133,504	\$ 2,071,579	\$ 33,205,083
C1b - C&I Initial Purchase & End of Useful Life	\$ 8,064,712	\$ 1,492,799	\$ 5,518,427	\$ -	\$ 15,075,938	\$ 33,571,427	\$ 2,096,264	\$ 35,667,690
C2 - C&I Retrofit	\$ 96,568,145	\$ 16,857,720	\$ 65,734,349	\$ -	\$ 179,160,215	\$ 355,883,109	\$ 27,182,160	\$ 383,065,269
C2a - C&I Existing Building Retrofit	\$ 59,294,208	\$ 9,020,920	\$ 37,385,784	\$ -	\$ 105,700,912	\$ 251,092,444	\$ 16,725,936	\$ 267,818,381
C2b - C&I Small Business	\$ 24,509,033	\$ 4,955,663	\$ 17,994,005	\$ -	\$ 47,458,701	\$ 63,824,658	\$ 5,381,519	\$ 69,206,177
C2c - C&I Multifamily Retrofit	\$ 325,620	\$ 86,797	\$ 293,493	\$ -	\$ 705,910	\$ 3,249,759	\$ 445,478	\$ 3,695,237
C2d - C&I Upstream Lighting	\$ 12,439,284	\$ 2,794,340	\$ 10,061,068	\$ -	\$ 25,294,692	\$ 37,716,248	\$ 4,629,226	\$ 42,345,474
Grand Total	\$ 164,233,356	\$ 31,085,981	\$ 118,240,413	\$ -	\$ 313,559,749	\$ 578,360,533	\$ 55,339,759	\$ 633,700,292

Program Benefits, Three-Year Total

2016-2018 Benefits

Eversource Electric

June 8, 2018

Program	2017 Evaluated Benefits										
	Non-Electric Resource Benefits							Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits	Total Benefits	Resource Benefits per Participant
	Natural Gas Benefits			Other Resource Benefits							
	Natural Gas	Natural Gas DRIPE	Total Gas Benefits	Oil	Propane	Water	Total Other Resource Benefits				
A - Residential	\$ (12,293,897)	\$ (1,739,368)	\$ (14,033,266)	\$ 34,956,298	\$ 6,457,531	\$ 1,711,472	\$ 43,125,301	\$ 292,215,666	\$ 26,461,133	\$ 318,676,799	\$ 171.23
A1 - Residential Whole House	\$ (199,603)	\$ (35,649)	\$ (235,252)	\$ 52,292,150	\$ 10,758,261	\$ 1,557,055	\$ 64,607,466	\$ 145,714,455	\$ 14,143,817	\$ 159,858,271	\$ 335.01
A1a - Residential New Construction	\$ (289,999)	\$ (40,911)	\$ (330,910)	\$ (288,006)	\$ 5,885,158	\$ -	\$ 5,597,152	\$ 31,875,558	\$ 863,381	\$ 32,738,939	\$ 6,043.91
A1b - Residential Multi-Family Retrofit	\$ -	\$ -	\$ -	\$ 250,630	\$ 152,023	\$ 40,990	\$ 443,643	\$ 2,923,415	\$ 1,235,118	\$ 4,158,532	\$ 639.00
A1c - Residential Home Energy Services - Measures	\$ 90,396	\$ 5,262	\$ 95,658	\$ 52,329,526	\$ 4,721,080	\$ 1,516,065	\$ 58,566,671	\$ 102,329,678	\$ 12,045,318	\$ 114,374,996	\$ 8,367.10
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A1e - Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,585,803	\$ -	\$ 8,585,803	\$ 20.80
A2 - Residential Products	\$ (12,094,294)	\$ (1,703,719)	\$ (13,798,014)	\$ (17,335,851)	\$ (4,300,730)	\$ 154,416	\$ (21,482,165)	\$ 146,501,211	\$ 12,317,316	\$ 158,818,527	\$ 115.21
A2a - Residential Heating & Cooling Equipment	\$ (126,870)	\$ (8,857)	\$ (135,726)	\$ (51,439)	\$ (6,855)	\$ -	\$ (58,294)	\$ 9,151,728	\$ 243,576	\$ 9,395,304	\$ 436.51
A2b - Residential Consumer Products	\$ 33,660	\$ 4,749	\$ 38,409	\$ 33,059	\$ 17,290	\$ 154,416	\$ 204,765	\$ 7,422,639	\$ -	\$ 7,422,639	\$ 368.50
A2c - Residential Lighting	\$ (12,001,085)	\$ (1,699,611)	\$ (13,700,696)	\$ (17,317,472)	\$ (4,311,164)	\$ -	\$ (21,628,636)	\$ 129,926,845	\$ 12,073,740	\$ 142,000,584	\$ 105.58
B - Low-Income	\$ 301,889	\$ 26,316	\$ 328,205	\$ 11,086,792	\$ 1,129,039	\$ 153,142	\$ 12,368,974	\$ 35,266,122	\$ 23,797,281	\$ 59,063,403	\$ 1,623.97
B1 - Low-Income Whole House	\$ 301,889	\$ 26,316	\$ 328,205	\$ 11,086,792	\$ 1,129,039	\$ 153,142	\$ 12,368,974	\$ 35,266,122	\$ 23,797,281	\$ 59,063,403	\$ 1,623.97
B1a - Low-Income Single Family Retrofit	\$ 301,889	\$ 26,316	\$ 328,205	\$ 11,060,766	\$ 1,129,039	\$ 153,142	\$ 12,342,948	\$ 23,436,346	\$ 15,172,689	\$ 38,609,035	\$ 3,413.39
B1b - Low-Income Multi-Family Retrofit	\$ -	\$ -	\$ -	\$ 26,026	\$ -	\$ -	\$ 26,026	\$ 11,829,776	\$ 8,624,593	\$ 20,454,368	\$ 796.62
C - Commercial & Industrial	\$ (80,719,140)	\$ (5,405,653)	\$ (86,124,792)	\$ (12,520,590)	\$ -	\$ -	\$ (12,520,590)	\$ 562,922,085	\$ 74,559,279	\$ 637,481,364	\$ 57,771.15
C1 - C&I New Construction	\$ (2,139,643)	\$ (114,350)	\$ (2,253,993)	\$ (1,193,220)	\$ -	\$ -	\$ (1,193,220)	\$ 95,894,771	\$ 1,001,839	\$ 96,896,610	\$ 109,219.56
C1a - C&I New Buildings & Major Renovations	\$ 2,106,427	\$ 198,800	\$ 2,305,227	\$ (1,055,001)	\$ -	\$ -	\$ (1,055,001)	\$ 49,848,581	\$ 2,450,745	\$ 52,299,326	\$ 179,958.78
C1b - C&I Initial Purchase & End of Useful Life	\$ (4,246,069)	\$ (313,150)	\$ (4,559,220)	\$ (138,218)	\$ -	\$ -	\$ (138,218)	\$ 46,046,190	\$ (1,448,905)	\$ 44,597,284	\$ 76,615.96
C2 - C&I Retrofit	\$ (78,579,497)	\$ (5,291,302)	\$ (83,870,799)	\$ (11,327,370)	\$ -	\$ -	\$ (11,327,370)	\$ 467,027,314	\$ 73,557,440	\$ 540,584,754	\$ 52,676.21
C2a - C&I Existing Building Retrofit	\$ (72,364,685)	\$ (4,665,339)	\$ (77,030,024)	\$ (9,706,219)	\$ -	\$ -	\$ (9,706,219)	\$ 286,783,050	\$ 43,970,492	\$ 330,753,541	\$ 355,369.33
C2b - C&I Small Business	\$ (5,920,501)	\$ (580,923)	\$ (6,501,424)	\$ (1,591,112)	\$ -	\$ -	\$ (1,591,112)	\$ 108,572,342	\$ 23,872,690	\$ 132,445,032	\$ 49,395.97
C2c - C&I Multifamily Retrofit	\$ (1,463)	\$ (210)	\$ (1,673)	\$ (6,951)	\$ -	\$ -	\$ (6,951)	\$ 4,392,523	\$ 1,426,144	\$ 5,818,667	\$ 627,503.31
C2d - C&I Upstream Lighting	\$ (292,848)	\$ (44,830)	\$ (337,678)	\$ (23,089)	\$ -	\$ -	\$ (23,089)	\$ 67,279,399	\$ 4,288,115	\$ 71,567,514	\$ 11,492.89
Grand Total	\$ (92,711,148)	\$ (7,118,705)	\$ (99,829,853)	\$ 33,522,501	\$ 7,586,570	\$ 1,864,614	\$ 42,973,685	\$ 890,403,873	\$ 124,817,693	\$ 1,015,221,566	\$ 512.29

Program Benefits, Three-Year Total

2016-2018 Benefits

Eversource Electric

June 8, 2018

2018 Planned Benefits								
Program	Electric Benefits							
	Capacity					Energy		
	Summer Generation	Trans.	Distrib.	Electric Capacity DRIPE	Total Capacity Benefits	Electric	Electric Energy DRIPE	Total Energy Benefits
A - Residential	\$ 44,056,074	\$ 8,263,218	\$ 30,687,091	\$ -	\$ 83,006,383	\$ 127,551,985	\$ 6,791,824	\$ 134,343,808
A1 - Residential Whole House	\$ 21,916,864	\$ 4,286,910	\$ 15,478,021	\$ -	\$ 41,681,795	\$ 37,607,850	\$ 2,355,533	\$ 39,963,383
A1a - Residential New Construction	\$ 9,145,613	\$ 1,863,074	\$ 6,382,224	\$ -	\$ 17,390,911	\$ 6,196,374	\$ 181,097	\$ 6,377,471
A1b - Residential Multi-Family Retrofit	\$ 561,400	\$ 112,359	\$ 408,859	\$ -	\$ 1,082,618	\$ 2,803,514	\$ 138,357	\$ 2,941,872
A1c - Residential Home Energy Services - Measures	\$ 11,590,606	\$ 2,093,811	\$ 7,856,927	\$ -	\$ 21,541,344	\$ 25,505,012	\$ 1,290,901	\$ 26,795,914
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A1e - Residential Behavior/Feedback Program	\$ 619,245	\$ 217,666	\$ 830,011	\$ -	\$ 1,666,922	\$ 3,102,949	\$ 745,177	\$ 3,848,126
A2 - Residential Products	\$ 22,139,210	\$ 3,976,308	\$ 15,209,070	\$ -	\$ 41,324,588	\$ 89,944,135	\$ 4,436,291	\$ 94,380,426
A2a - Residential Heating & Cooling Equipment	\$ 1,476,659	\$ 280,436	\$ 1,014,638	\$ -	\$ 2,771,732	\$ 4,910,200	\$ 180,528	\$ 5,090,728
A2b - Residential Consumer Products	\$ 900,078	\$ 170,072	\$ 642,083	\$ -	\$ 1,712,233	\$ 2,420,341	\$ 133,712	\$ 2,554,053
A2c - Residential Lighting	\$ 19,762,473	\$ 3,525,800	\$ 13,552,350	\$ -	\$ 36,840,623	\$ 82,613,594	\$ 4,122,051	\$ 86,735,645
B - Low-Income	\$ 3,273,210	\$ 536,869	\$ 2,150,477	\$ -	\$ 5,960,556	\$ 10,532,587	\$ 593,344	\$ 11,125,930
B1 - Low-Income Whole House	\$ 3,273,210	\$ 536,869	\$ 2,150,477	\$ -	\$ 5,960,556	\$ 10,532,587	\$ 593,344	\$ 11,125,930
B1a - Low-Income Single Family Retrofit	\$ 2,237,609	\$ 351,189	\$ 1,431,258	\$ -	\$ 4,020,056	\$ 4,802,083	\$ 238,523	\$ 5,040,606
B1b - Low-Income Multi-Family Retrofit	\$ 1,035,601	\$ 185,680	\$ 719,219	\$ -	\$ 1,940,500	\$ 5,730,504	\$ 354,820	\$ 6,085,324
C - Commercial & Industrial	\$ 113,003,735	\$ 23,330,780	\$ 81,676,917	\$ -	\$ 218,011,432	\$ 463,354,830	\$ 17,775,569	\$ 481,130,399
C1 - C&I New Construction	\$ 20,898,049	\$ 4,142,265	\$ 14,555,685	\$ -	\$ 39,595,998	\$ 76,461,172	\$ 2,150,568	\$ 78,611,740
C1a - C&I New Buildings & Major Renovations	\$ 12,263,053	\$ 2,607,128	\$ 8,866,034	\$ -	\$ 23,736,215	\$ 46,805,059	\$ 1,340,187	\$ 48,145,246
C1b - C&I Initial Purchase & End of Useful Life	\$ 8,634,995	\$ 1,535,137	\$ 5,689,650	\$ -	\$ 15,859,783	\$ 29,656,112	\$ 810,381	\$ 30,466,494
C2 - C&I Retrofit	\$ 92,105,687	\$ 19,188,515	\$ 67,121,233	\$ -	\$ 178,415,434	\$ 386,893,658	\$ 15,625,001	\$ 402,518,658
C2a - C&I Existing Building Retrofit	\$ 64,652,039	\$ 13,531,650	\$ 46,563,466	\$ -	\$ 124,747,155	\$ 303,785,936	\$ 10,490,456	\$ 314,276,392
C2b - C&I Small Business	\$ 13,807,129	\$ 2,847,640	\$ 10,169,877	\$ -	\$ 26,824,646	\$ 40,192,794	\$ 2,063,108	\$ 42,255,903
C2c - C&I Multifamily Retrofit	\$ 910,271	\$ 196,636	\$ 672,685	\$ -	\$ 1,779,593	\$ 3,852,624	\$ 159,914	\$ 4,012,537
C2d - C&I Upstream Lighting	\$ 12,736,247	\$ 2,612,588	\$ 9,715,204	\$ -	\$ 25,064,039	\$ 39,062,304	\$ 2,911,522	\$ 41,973,827
Grand Total	\$ 160,333,019	\$ 32,130,867	\$ 114,514,485	\$ -	\$ 306,978,370	\$ 601,439,401	\$ 25,160,736	\$ 626,600,138

Program Benefits, Three-Year Total

2016-2018 Benefits

Eversource Electric

June 8, 2018

Program	2018 Planned Benefits										
	Non-Electric Resource Benefits							Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits	Total Benefits	Resource Benefits per Participant
	Natural Gas Benefits			Other Resource Benefits							
	Natural Gas	Natural Gas DRIPE	Total Gas Benefits	Oil	Propane	Water	Total Other Resource Benefits				
A - Residential	\$ (9,658,185)	\$ (631,840)	\$ (10,290,024)	\$ 61,245,625	\$ 8,601,663	\$ 1,824,084	\$ 71,671,372	\$ 278,731,539	\$ 31,557,752	\$ 310,289,290	\$ 199.67
A1 - Residential Whole House	\$ 156,681	\$ 8,415	\$ 165,095	\$ 75,302,381	\$ 12,003,477	\$ 1,777,340	\$ 89,083,199	\$ 170,893,472	\$ 23,723,119	\$ 194,616,590	\$ 428.84
A1a - Residential New Construction	\$ -	\$ -	\$ -	\$ 394,159	\$ 3,078,325	\$ -	\$ 3,472,484	\$ 27,240,866	\$ 1,824,517	\$ 29,065,383	\$ 8,518.09
A1b - Residential Multi-Family Retrofit	\$ -	\$ -	\$ -	\$ 1,663,410	\$ -	\$ 153,917	\$ 1,817,327	\$ 5,841,817	\$ 1,255,055	\$ 7,096,872	\$ 634.36
A1c - Residential Home Energy Services - Measures	\$ 156,681	\$ 8,415	\$ 165,095	\$ 73,244,813	\$ 8,925,153	\$ 1,623,423	\$ 83,793,388	\$ 132,295,741	\$ 20,643,546	\$ 152,939,287	\$ 21,709.18
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A1e - Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 5,515,048	\$ -	\$ 5,515,048	\$ 14.51
A2 - Residential Products	\$ (9,814,865)	\$ (640,254)	\$ (10,455,119)	\$ (14,056,756)	\$ (3,401,815)	\$ 46,744	\$ (17,411,827)	\$ 107,838,067	\$ 7,834,633	\$ 115,672,700	\$ 108.11
A2a - Residential Heating & Cooling Equipment	\$ (216,247)	\$ (9,791)	\$ (226,039)	\$ -	\$ -	\$ -	\$ -	\$ 7,636,421	\$ 522,534	\$ 8,158,956	\$ 509.15
A2b - Residential Consumer Products	\$ 6,706	\$ 550	\$ 7,255	\$ 18,378	\$ 9,874	\$ 46,744	\$ 74,996	\$ 4,348,537	\$ -	\$ 4,348,537	\$ 461.43
A2c - Residential Lighting	\$ (9,605,324)	\$ (631,012)	\$ (10,236,336)	\$ (14,075,134)	\$ (3,411,689)	\$ -	\$ (17,486,823)	\$ 95,853,109	\$ 7,312,099	\$ 103,165,208	\$ 98.51
B - Low-Income	\$ -	\$ -	\$ -	\$ 14,499,152	\$ 881,391	\$ 20,206	\$ 15,400,749	\$ 32,487,235	\$ 12,354,193	\$ 44,841,427	\$ 2,499.98
B1 - Low-Income Whole House	\$ -	\$ -	\$ -	\$ 14,499,152	\$ 881,391	\$ 20,206	\$ 15,400,749	\$ 32,487,235	\$ 12,354,193	\$ 44,841,427	\$ 2,499.98
B1a - Low-Income Single Family Retrofit	\$ -	\$ -	\$ -	\$ 11,930,765	\$ 866,280	\$ 17,777	\$ 12,814,822	\$ 21,875,484	\$ 7,146,113	\$ 29,021,596	\$ 5,093.24
B1b - Low-Income Multi-Family Retrofit	\$ -	\$ -	\$ -	\$ 2,568,387	\$ 15,111	\$ 2,429	\$ 2,585,927	\$ 10,611,751	\$ 5,208,080	\$ 15,819,831	\$ 1,219.74
C - Commercial & Industrial	\$ (96,581,411)	\$ (5,000,165)	\$ (101,581,576)	\$ (16,862,988)	\$ -	\$ -	\$ (16,862,988)	\$ 580,697,267	\$ 83,055,729	\$ 663,752,996	\$ 69,887.74
C1 - C&I New Construction	\$ (252,728)	\$ (14,829)	\$ (267,556)	\$ (1,222,783)	\$ -	\$ -	\$ (1,222,783)	\$ 116,717,399	\$ -	\$ 116,717,399	\$ 203,695.29
C1a - C&I New Buildings & Major Renovations	\$ (252,728)	\$ (14,829)	\$ (267,556)	\$ (1,222,783)	\$ -	\$ -	\$ (1,222,783)	\$ 70,391,122	\$ -	\$ 70,391,122	\$ 212,021.45
C1b - C&I Initial Purchase & End of Useful Life	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 46,326,277	\$ -	\$ 46,326,277	\$ 192,225.21
C2 - C&I Retrofit	\$ (96,328,683)	\$ (4,985,337)	\$ (101,314,020)	\$ (15,640,204)	\$ -	\$ -	\$ (15,640,204)	\$ 463,979,868	\$ 83,055,729	\$ 547,035,596	\$ 59,976.72
C2a - C&I Existing Building Retrofit	\$ (90,855,616)	\$ (4,542,459)	\$ (95,398,075)	\$ (7,240,264)	\$ -	\$ -	\$ (7,240,264)	\$ 336,385,209	\$ 57,283,225	\$ 393,668,434	\$ 372,107.53
C2b - C&I Small Business	\$ (3,896,088)	\$ (289,201)	\$ (4,185,289)	\$ (1,049,567)	\$ -	\$ -	\$ (1,049,567)	\$ 63,845,693	\$ 15,240,965	\$ 79,086,658	\$ 28,300.40
C2c - C&I Multifamily Retrofit	\$ (58,091)	\$ (3,699)	\$ (61,790)	\$ (285,351)	\$ -	\$ -	\$ (285,351)	\$ 5,444,989	\$ 1,881,870	\$ 7,326,859	\$ 362,999.25
C2d - C&I Upstream Lighting	\$ (1,518,888)	\$ (149,978)	\$ (1,668,865)	\$ (7,065,023)	\$ -	\$ -	\$ (7,065,023)	\$ 58,303,978	\$ 8,649,668	\$ 66,953,646	\$ 12,783.16
Grand Total	\$ (106,239,595)	\$ (5,632,005)	\$ (111,871,600)	\$ 58,881,789	\$ 9,483,054	\$ 1,844,290	\$ 70,209,133	\$ 891,916,041	\$ 126,967,673	\$ 1,018,883,713	\$ 629.33

Program Benefits, Three-Year Total

2016-2018 Benefits

Eversource Electric

June 8, 2018

2016-2018 Benefits								
Program	Electric Benefits							
	Capacity					Energy		
	Summer Generation	Trans.	Distrib.	Electric Capacity DRIPE	Total Capacity Benefits	Electric	Electric Energy DRIPE	Total Energy Benefits
A - Residential	\$ 123,091,781	\$ 26,554,047	\$ 98,544,231	\$ -	\$ 248,190,059	\$ 391,030,313	\$ 61,772,626	\$ 452,802,938
A1 - Residential Whole House	\$ 54,155,003	\$ 11,658,072	\$ 42,011,829	\$ -	\$ 107,824,904	\$ 116,405,643	\$ 19,583,702	\$ 135,989,345
A1a - Residential New Construction	\$ 21,266,674	\$ 4,556,477	\$ 15,600,047	\$ -	\$ 41,423,199	\$ 21,048,028	\$ 2,196,625	\$ 23,244,653
A1b - Residential Multi-Family Retrofit	\$ 1,316,395	\$ 318,646	\$ 1,120,409	\$ -	\$ 2,755,449	\$ 7,248,002	\$ 958,649	\$ 8,206,651
A1c - Residential Home Energy Services - Measures	\$ 29,834,452	\$ 6,028,241	\$ 22,386,827	\$ -	\$ 58,249,520	\$ 76,638,119	\$ 10,282,754	\$ 86,920,873
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A1e - Residential Behavior/Feedback Program	\$ 1,737,482	\$ 754,708	\$ 2,904,546	\$ -	\$ 5,396,737	\$ 11,471,494	\$ 6,145,674	\$ 17,617,168
A2 - Residential Products	\$ 68,936,777	\$ 14,895,976	\$ 56,532,401	\$ -	\$ 140,365,154	\$ 274,624,670	\$ 42,188,923	\$ 316,813,594
A2a - Residential Heating & Cooling Equipment	\$ 4,266,006	\$ 862,679	\$ 3,116,781	\$ -	\$ 8,245,466	\$ 15,577,441	\$ 1,191,957	\$ 16,769,398
A2b - Residential Consumer Products	\$ 3,507,019	\$ 749,851	\$ 2,813,389	\$ -	\$ 7,070,259	\$ 9,246,017	\$ 1,318,214	\$ 10,564,231
A2c - Residential Lighting	\$ 61,163,752	\$ 13,283,446	\$ 50,602,232	\$ -	\$ 125,049,430	\$ 249,801,212	\$ 39,678,752	\$ 289,479,964
B - Low-Income	\$ 9,836,125	\$ 1,719,124	\$ 7,046,509	\$ -	\$ 18,601,759	\$ 38,800,925	\$ 5,413,289	\$ 44,214,214
B1 - Low-Income Whole House	\$ 9,836,125	\$ 1,719,124	\$ 7,046,509	\$ -	\$ 18,601,759	\$ 38,800,925	\$ 5,413,289	\$ 44,214,214
B1a - Low-Income Single Family Retrofit	\$ 6,977,944	\$ 1,130,498	\$ 4,728,538	\$ -	\$ 12,836,980	\$ 14,746,251	\$ 1,736,563	\$ 16,482,815
B1b - Low-Income Multi-Family Retrofit	\$ 2,858,181	\$ 588,626	\$ 2,317,971	\$ -	\$ 5,764,779	\$ 24,054,674	\$ 3,676,725	\$ 27,731,399
C - Commercial & Industrial	\$ 381,777,968	\$ 72,815,955	\$ 275,327,964	\$ -	\$ 729,921,887	\$ 1,298,200,576	\$ 114,223,239	\$ 1,412,423,816
C1 - C&I New Construction	\$ 105,424,767	\$ 15,489,304	\$ 67,126,070	\$ -	\$ 188,040,141	\$ 250,248,040	\$ 18,145,824	\$ 268,393,865
C1a - C&I New Buildings & Major Renovations	\$ 35,901,938	\$ 7,704,928	\$ 26,662,108	\$ -	\$ 70,268,974	\$ 120,231,921	\$ 7,960,054	\$ 128,191,975
C1b - C&I Initial Purchase & End of Useful Life	\$ 69,522,830	\$ 7,784,376	\$ 40,463,962	\$ -	\$ 117,771,167	\$ 130,016,119	\$ 10,185,770	\$ 140,201,889
C2 - C&I Retrofit	\$ 276,353,200	\$ 57,326,651	\$ 208,201,894	\$ -	\$ 541,881,746	\$ 1,047,952,536	\$ 96,077,415	\$ 1,144,029,951
C2a - C&I Existing Building Retrofit	\$ 168,293,231	\$ 33,346,726	\$ 120,854,653	\$ -	\$ 322,494,610	\$ 722,584,248	\$ 50,833,652	\$ 773,417,899
C2b - C&I Small Business	\$ 57,640,476	\$ 12,023,479	\$ 43,501,516	\$ -	\$ 113,165,471	\$ 165,038,945	\$ 16,517,985	\$ 181,556,930
C2c - C&I Multifamily Retrofit	\$ 1,675,132	\$ 405,778	\$ 1,376,720	\$ -	\$ 3,457,631	\$ 10,356,974	\$ 1,237,589	\$ 11,594,563
C2d - C&I Upstream Lighting	\$ 48,744,361	\$ 11,550,668	\$ 42,469,005	\$ -	\$ 102,764,034	\$ 149,972,370	\$ 27,488,189	\$ 177,460,559
Grand Total	\$ 514,705,874	\$ 101,089,127	\$ 380,918,704	\$ -	\$ 996,713,704	\$ 1,728,031,815	\$ 181,409,154	\$ 1,909,440,968

Notes

- Total Resource Benefits is the sum of electric benefits, natural gas benefits, and other resource benefits.

Program Benefits, Three-Year Total

2016-2018 Benefits

Eversource Electric

June 8, 2018

Program	2016-2018 Benefits										
	Non-Electric Resource Benefits							Total Resource Benefits (Electric + Non-Electric)	Non-Electric, Non-Resource Benefits	Total Benefits	Resource Benefits per Participant
	Natural Gas Benefits			Other Resource Benefits							
	Natural Gas	Natural Gas DRIPE	Total Gas Benefits	Oil	Propane	Water	Total Other Resource Benefits				
A - Residential	\$ (32,252,948)	\$ (5,170,184)	\$ (37,423,132)	\$ 138,250,532	\$ 23,076,727	\$ 5,294,140	\$ 166,621,400	\$ 830,191,265	\$ 90,836,656	\$ 921,027,921	\$ 178.99
A1 - Residential Whole House	\$ (123,701)	\$ (109,291)	\$ (232,992)	\$ 185,609,845	\$ 31,923,161	\$ 4,787,362	\$ 222,320,368	\$ 465,901,626	\$ 61,498,540	\$ 527,400,166	\$ 363
A1a - Residential New Construction	\$ (530,167)	\$ (137,633)	\$ (667,800)	\$ (379,027)	\$ 13,234,107	\$ -	\$ 12,855,081	\$ 76,855,132	\$ 6,756,199	\$ 83,611,331	\$ 6,275
A1b - Residential Multi-Family Retrofit	\$ -	\$ -	\$ -	\$ 2,544,769	\$ 309,424	\$ 262,018	\$ 3,116,211	\$ 14,078,311	\$ 4,063,318	\$ 18,141,629	\$ 584
A1c - Residential Home Energy Services - Measures	\$ 406,466	\$ 28,342	\$ 434,808	\$ 183,444,102	\$ 18,379,630	\$ 4,525,344	\$ 206,349,076	\$ 351,954,277	\$ 50,679,023	\$ 402,633,300	\$ 14,453
A1d - Residential Home Energy Services - RCS	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
A1e - Residential Behavior/Feedback Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 23,013,905	\$ -	\$ 23,013,905	\$ 19
A2 - Residential Products	\$ (32,129,247)	\$ (5,060,894)	\$ (37,190,141)	\$ (47,359,312)	\$ (8,846,434)	\$ 506,778	\$ (55,698,968)	\$ 364,289,639	\$ 29,338,116	\$ 393,627,755	\$ 109
A2a - Residential Heating & Cooling Equipment	\$ (504,190)	\$ (36,377)	\$ (540,567)	\$ (102,761)	\$ (13,716)	\$ -	\$ (116,476)	\$ 24,357,821	\$ 1,171,604	\$ 25,529,425	\$ 475
A2b - Residential Consumer Products	\$ 108,862	\$ 23,307	\$ 132,169	\$ 115,347	\$ 78,513	\$ 506,778	\$ 700,637	\$ 18,467,297	\$ -	\$ 18,467,297	\$ 338
A2c - Residential Lighting	\$ (31,733,919)	\$ (5,047,824)	\$ (36,781,743)	\$ (47,371,898)	\$ (8,911,231)	\$ -	\$ (56,283,129)	\$ 321,464,521	\$ 28,166,512	\$ 349,631,033	\$ 99
B - Low-Income	\$ 301,994	\$ 26,344	\$ 328,339	\$ 35,816,097	\$ 3,188,558	\$ 189,986	\$ 39,194,642	\$ 102,338,953	\$ 56,705,553	\$ 159,044,507	\$ 2,042
B1 - Low-Income Whole House	\$ 301,994	\$ 26,344	\$ 328,339	\$ 35,816,097	\$ 3,188,558	\$ 189,986	\$ 39,194,642	\$ 102,338,953	\$ 56,705,553	\$ 159,044,507	\$ 2,042
B1a - Low-Income Single Family Retrofit	\$ 301,994	\$ 26,344	\$ 328,339	\$ 33,221,684	\$ 3,173,446	\$ 187,558	\$ 36,582,688	\$ 66,230,822	\$ 37,323,045	\$ 103,553,867	\$ 3,771
B1b - Low-Income Multi-Family Retrofit	\$ -	\$ -	\$ -	\$ 2,594,413	\$ 15,111	\$ 2,429	\$ 2,611,953	\$ 36,108,131	\$ 19,382,509	\$ 55,490,640	\$ 1,109
C - Commercial & Industrial	\$ (218,798,886)	\$ (15,846,776)	\$ (234,645,662)	\$ (54,852,655)	\$ -	\$ -	\$ (54,852,655)	\$ 1,852,847,385	\$ 266,213,842	\$ 2,119,061,228	\$ 63,791
C1 - C&I New Construction	\$ (11,518,717)	\$ (1,189,054)	\$ (12,707,771)	\$ (4,044,558)	\$ -	\$ -	\$ (4,044,558)	\$ 439,681,677	\$ 4,008,615	\$ 443,690,292	\$ 210,525
C1a - C&I New Buildings & Major Renovations	\$ (3,992,557)	\$ (468,687)	\$ (4,461,244)	\$ (3,725,688)	\$ -	\$ -	\$ (3,725,688)	\$ 190,274,018	\$ 5,457,520	\$ 195,731,538	\$ 223,326
C1b - C&I Initial Purchase & End of Useful Life	\$ (7,526,160)	\$ (720,367)	\$ (8,246,527)	\$ (318,870)	\$ -	\$ -	\$ (318,870)	\$ 249,407,659	\$ (1,448,905)	\$ 247,958,753	\$ 201,705
C2 - C&I Retrofit	\$ (207,280,170)	\$ (14,657,722)	\$ (221,937,891)	\$ (50,808,097)	\$ -	\$ -	\$ (50,808,097)	\$ 1,413,165,708	\$ 262,205,228	\$ 1,675,370,936	\$ 52,423
C2a - C&I Existing Building Retrofit	\$ (186,630,267)	\$ (11,836,065)	\$ (198,466,332)	\$ (26,196,004)	\$ -	\$ -	\$ (26,196,004)	\$ 871,250,173	\$ 159,670,837	\$ 1,030,921,010	\$ 334,325
C2b - C&I Small Business	\$ (15,940,465)	\$ (1,848,055)	\$ (17,788,519)	\$ (4,280,868)	\$ -	\$ -	\$ (4,280,868)	\$ 272,653,014	\$ 62,788,719	\$ 335,441,733	\$ 43,743
C2c - C&I Multifamily Retrofit	\$ (59,554)	\$ (3,909)	\$ (63,463)	\$ (261,106)	\$ -	\$ -	\$ (261,106)	\$ 14,727,624	\$ 4,550,433	\$ 19,278,058	\$ 387,569
C2d - C&I Upstream Lighting	\$ (4,649,884)	\$ (969,693)	\$ (5,619,577)	\$ (20,070,119)	\$ -	\$ -	\$ (20,070,119)	\$ 254,534,896	\$ 35,195,238	\$ 289,730,135	\$ 14,078
Grand Total	\$ (250,749,840)	\$ (20,990,615)	\$ (271,740,456)	\$ 119,213,975	\$ 26,265,285	\$ 5,484,127	\$ 150,963,387	\$ 2,785,377,603	\$ 413,756,052	\$ 3,199,133,655	\$ 590

Cost-Effectiveness, Plan Year Summary
2017 Planned vs. Evaluated

Eversource Electric
June 8, 2018

2017 Planned Total Resource Cost Test (2016\$)							
Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			
				Total Program Costs	Performance Incentive	Participant Costs	Total TRC Test Costs
A - Residential	2.35	191,254,528	333,116,827	111,461,775	5,833,488	24,567,037	141,862,299
A1 - Residential Whole House	2.41	113,724,421	194,534,899	62,225,684	3,360,228	15,224,566	80,810,478
A1a - Residential New Construction	2.77	18,061,918	28,254,703	3,350,968	492,840	6,348,977	10,192,785
A1b - Residential Multi-Family Retrofit	1.17	1,003,807	7,045,914	6,523,016	85,780	(566,689)	6,042,107
A1c - Residential Home Energy Services - Measures	2.83	98,396,502	152,242,470	41,736,761	2,666,927	9,442,279	53,845,967
A1d - Residential Home Energy Services - RCS	0.00	(7,521,182)	-	7,521,182	-	-	7,521,182
A1e - Residential Behavior/Feedback Program	2.18	3,783,375	6,991,812	3,093,757	114,680	-	3,208,437
A2 - Residential Products	3.10	93,870,646	138,581,928	32,895,552	2,473,260	9,342,470	44,711,283
A2a - Residential Heating & Cooling Equipment	1.03	264,146	8,130,937	4,968,605	89,507	2,808,678	7,866,791
A2b - Residential Consumer Products	1.26	989,104	4,766,973	3,135,843	61,323	580,703	3,777,868
A2c - Residential Lighting	3.80	92,617,395	125,684,018	24,791,104	2,322,431	5,953,089	33,066,623
A3 - Residential Hard-to-Measure	0.00	(16,340,539)	-	16,340,539	-	-	16,340,539
B - Low-Income	1.51	15,338,765	45,387,951	29,396,326	652,860	-	30,049,186
B1 - Low-Income Whole House	1.54	15,922,913	45,387,951	28,812,178	652,860	-	29,465,038
B1a - Low-Income Single Family Retrofit	1.97	14,183,457	28,775,834	14,135,110	457,267	-	14,592,377
B1b - Low-Income Multi-Family Retrofit	1.12	1,739,456	16,612,116	14,677,068	195,593	-	14,872,661
B2 - Low-Income Hard-to-Measure	0.00	(584,148)	-	584,148	-	-	584,148
C - Commercial & Industrial	2.75	399,263,375	627,347,128	141,381,377	10,953,248	75,749,128	228,083,753
C1 - C&I New Construction	3.46	81,153,999	114,149,804	28,521,168	2,077,868	2,396,769	32,995,805
C1a - C&I New Buildings & Major Renovations	2.83	44,173,716	68,337,489	20,937,300	1,197,177	2,029,296	24,163,773
C1b - C&I Initial Purchase & End of Useful Life	5.19	36,980,283	45,812,315	7,583,868	880,691	367,473	8,832,032
C2 - C&I Retrofit	2.67	320,878,235	513,197,324	110,091,351	8,875,380	73,352,359	192,319,090
C2a - C&I Existing Building Retrofit	3.08	239,887,045	355,127,778	58,661,829	6,330,892	50,248,012	115,240,733
C2b - C&I Small Business	2.00	39,934,113	79,717,690	32,007,666	1,273,572	6,502,340	39,783,578
C2c - C&I Multifamily Retrofit	1.98	3,631,662	7,349,708	3,167,183	116,888	433,976	3,718,046
C2d - C&I Upstream Lighting	2.11	37,425,415	71,002,148	16,254,674	1,154,028	16,168,030	33,576,733
C3 - C&I Hard-to-Measure	0.00	(2,768,859)	-	2,768,859	-	-	2,768,859
Grand Total	2.51	605,856,668	1,005,851,906	282,239,478	17,439,596	100,316,164	399,995,238

Cost-Effectiveness, Plan Year Summary
2017 Planned vs. Evaluated

Eversource Electric
June 8, 2018

2017 Evaluated Total Resource Cost Test (2016\$)							
Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			
				Total Program Costs	Performance Incentive	Participant Costs	Total TRC Test Costs
A - Residential	2.43	187,368,248	318,676,799	87,704,223	5,529,375	38,074,952	131,308,550
A1 - Residential Whole House	2.69	100,519,672	159,858,271	44,533,818	2,841,649	11,963,132	59,338,600
A1a - Residential New Construction	2.58	20,065,118	32,738,939	5,645,668	556,680	6,471,474	12,673,822
A1b - Residential Multi-Family Retrofit	1.14	496,771	4,158,532	3,930,386	40,870	(309,494)	3,661,761
A1c - Residential Home Energy Services - Measures	3.27	79,449,097	114,374,996	27,029,623	2,095,123	5,801,153	34,925,899
A1d - Residential Home Energy Services - RCS	0.00	(4,928,772)	-	4,928,772	-	-	4,928,772
A1e - Residential Behavior/Feedback Program	2.73	5,437,458	8,585,803	2,999,369	148,976	-	3,148,345
A2 - Residential Products	2.54	96,197,219	158,818,527	33,821,763	2,687,726	26,111,820	62,621,308
A2a - Residential Heating & Cooling Equipment	1.34	2,408,825	9,395,304	5,516,391	107,387	1,362,701	6,986,479
A2b - Residential Consumer Products	1.79	3,278,334	7,422,639	3,214,503	106,501	823,301	4,144,305
A2c - Residential Lighting	2.76	90,510,060	142,000,584	25,090,869	2,473,837	23,925,818	51,490,525
A3 - Residential Hard-to-Measure	0.00	(9,348,642)	-	9,348,642	-	-	9,348,642
B - Low-Income	2.06	30,425,412	59,063,403	27,715,329	922,663	-	28,637,992
B1 - Low-Income Whole House	2.09	30,826,369	59,063,403	27,314,371	922,663	-	28,237,034
B1a - Low-Income Single Family Retrofit	3.03	25,878,134	38,609,035	12,037,403	693,497	-	12,730,900
B1b - Low-Income Multi-Family Retrofit	1.32	4,948,235	20,454,368	15,276,968	229,166	-	15,506,134
B2 - Low-Income Hard-to-Measure	0.00	(400,957)	-	400,957	-	-	400,957
C - Commercial & Industrial	3.24	440,878,663	637,481,364	119,473,607	11,672,316	65,456,778	196,602,701
C1 - C&I New Construction	3.46	68,853,154	96,896,610	22,617,935	1,797,522	3,628,000	28,043,456
C1a - C&I New Buildings & Major Renovations	3.20	35,947,257	52,299,326	13,722,759	950,993	1,678,317	16,352,069
C1b - C&I Initial Purchase & End of Useful Life	3.81	32,905,897	44,597,284	8,895,176	846,529	1,949,682	11,691,387
C2 - C&I Retrofit	3.24	373,626,077	540,584,754	95,255,104	9,874,794	61,828,778	166,958,677
C2a - C&I Existing Building Retrofit	3.43	234,334,028	330,753,541	47,880,310	6,135,576	42,403,627	96,419,514
C2b - C&I Small Business	2.94	87,445,014	132,445,032	34,129,046	2,352,479	8,518,492	45,000,018
C2c - C&I Multifamily Retrofit	1.98	2,882,784	5,818,667	2,990,534	88,369	(143,019)	2,935,883
C2d - C&I Upstream Lighting	3.17	48,964,251	71,567,514	10,255,214	1,298,370	11,049,678	22,603,263
C3 - C&I Hard-to-Measure	0.00	(1,600,568)	-	1,600,568	-	-	1,600,568
Grand Total	2.85	658,672,323	1,015,221,566	234,893,159	18,124,354	103,531,731	356,549,243

Cost-Effectiveness, Plan Year Summary

2017 Planned vs. Evaluated

Eversource Electric

June 8, 2018

2017 Planned v. Evaluated Total Resource Cost Test (2016\$) Variances (%)							
Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			
				Total Program Costs	Performance Incentive	Participant Costs	Total TRC Test Costs
A - Residential	3%	-2%	-4%	-21%	-5%	55%	-7%
A1 - Residential Whole House	12%	-12%	-18%	-28%	-15%	-21%	-27%
A1a - Residential New Construction	-7%	11%	16%	68%	13%	2%	24%
A1b - Residential Multi-Family Retrofit	-3%	-51%	-41%	-40%	-52%	-45%	-39%
A1c - Residential Home Energy Services - Measures	16%	-19%	-25%	-35%	-21%	-39%	-35%
A1d - Residential Home Energy Services - RCS		-34%		-34%			-34%
A1e - Residential Behavior/Feedback Program	25%	44%	23%	-3%	30%		-2%
A2 - Residential Products	-18%	2%	15%	3%	9%	179%	40%
A2a - Residential Heating & Cooling Equipment	30%	812%	16%	11%	20%	-51%	-11%
A2b - Residential Consumer Products	42%	231%	56%	3%	74%	42%	10%
A2c - Residential Lighting	-27%	-2%	13%	1%	7%	302%	56%
A3 - Residential Hard-to-Measure		-43%		-43%			-43%
B - Low-Income	37%	98%	30%	-6%	41%		-5%
B1 - Low-Income Whole House	36%	94%	30%	-5%	41%		-4%
B1a - Low-Income Single Family Retrofit	54%	82%	34%	-15%	52%		-13%
B1b - Low-Income Multi-Family Retrofit	18%	184%	23%	4%	17%		4%
B2 - Low-Income Hard-to-Measure		-31%		-31%			-31%
C - Commercial & Industrial	18%	10%	2%	-15%	7%	-14%	-14%
C1 - C&I New Construction	0%	-15%	-15%	-21%	-13%	51%	-15%
C1a - C&I New Buildings & Major Renovations	13%	-19%	-23%	-34%	-21%	-17%	-32%
C1b - C&I Initial Purchase & End of Useful Life	-26%	-11%	-3%	17%	-4%	431%	32%
C2 - C&I Retrofit	21%	16%	5%	-13%	11%	-16%	-13%
C2a - C&I Existing Building Retrofit	11%	-2%	-7%	-18%	-3%	-16%	-16%
C2b - C&I Small Business	47%	119%	66%	7%	85%	31%	13%
C2c - C&I Multifamily Retrofit	0%	-21%	-21%	-6%	-24%	-133%	-21%
C2d - C&I Upstream Lighting	50%	31%	1%	-37%	13%	-32%	-33%
C3 - C&I Hard-to-Measure		-42%		-42%			-42%
Grand Total	13%	9%	1%	-17%	4%	3%	-11%

Notes

- The Green Communities Act requires that energy efficiency programs be cost-effective. G.L. c. 25, §§ 21(a), 21(b)(3). If a core initiative is not cost-effective, the Program Administrator has provided an explanation in its report filing.
- The plan year variances provided above are intended to indicate the Program Administrator's performance in the plan year only. The variances used to determine significant variances are provided separately. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

**Cost-Effectiveness, Three-Year Total
2016-2018 Total Resource Cost Test (2016\$)**

Eversource Electric
June 8, 2018

2016 Evaluated Total Resource Cost Test (2016\$)							
Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			
				Total Program Costs	Performance Incentive	Participant Costs	Total TRC Test Costs
A - Residential	2.11	153,663,297	292,061,832	86,348,287	4,905,118	47,145,130	138,398,535
A1 - Residential Whole House	2.26	96,276,798	172,925,304	51,460,355	2,937,347	22,250,804	76,648,506
A1a - Residential New Construction	0.94	(1,463,011)	21,807,009	4,961,225	230,611	18,078,184	23,270,020
A1b - Residential Multi-Family Retrofit	0.83	(1,386,033)	6,886,225	9,411,162	75,547	(1,214,452)	8,272,258
A1c - Residential Home Energy Services - Measures	3.68	98,515,665	135,319,016	28,939,015	2,477,265	5,387,072	36,803,352
A1d - Residential Home Energy Services - RCS	0.00	(4,997,793)	-	4,997,793	-	-	4,997,793
A1e - Residential Behavior/Feedback Program	2.70	5,607,970	8,913,054	3,151,160	153,924	-	3,305,084
A2 - Residential Products	2.26	66,420,416	119,136,528	25,854,015	1,967,772	24,894,326	52,716,112
A2a - Residential Heating & Cooling Equipment	1.06	472,117	7,975,165	4,704,078	89,992	2,708,979	7,503,048
A2b - Residential Consumer Products	1.80	2,984,195	6,696,121	2,795,577	102,731	813,618	3,711,927
A2c - Residential Lighting	2.52	62,964,104	104,465,241	18,354,360	1,775,048	21,371,729	41,501,137
A3 - Residential Hard-to-Measure	0.00	(9,033,917)	-	9,033,917	-	-	9,033,917
B - Low-Income	1.90	26,068,703	55,139,676	28,205,090	865,883	-	29,070,973
B1 - Low-Income Whole House	1.92	26,462,453	55,139,676	27,811,340	865,883	-	28,677,223
B1a - Low-Income Single Family Retrofit	3.02	24,038,952	35,923,236	11,248,761	635,524	-	11,884,284
B1b - Low-Income Multi-Family Retrofit	1.14	2,423,501	19,216,440	16,562,579	230,360	-	16,792,939
B2 - Low-Income Hard-to-Measure	0.00	(393,750)	-	393,750	-	-	393,750
C - Commercial & Industrial	3.63	592,417,809	817,826,868	128,006,226	14,957,021	82,445,811	225,409,059
C1 - C&I New Construction	4.91	183,204,500	230,076,282	22,954,591	4,319,974	19,597,217	46,871,782
C1a - C&I New Buildings & Major Renovations	4.56	57,015,285	73,041,090	13,003,490	1,320,358	1,701,957	16,025,805
C1b - C&I Initial Purchase & End of Useful Life	5.09	126,189,216	157,035,192	9,951,101	2,999,616	17,895,259	30,845,977
C2 - C&I Retrofit	3.32	410,847,531	587,750,586	103,417,412	10,637,047	62,848,595	176,903,055
C2a - C&I Existing Building Retrofit	3.54	219,879,155	306,499,035	45,986,510	5,576,139	35,057,231	86,619,880
C2b - C&I Small Business	2.48	74,019,332	123,910,044	39,460,660	2,098,278	8,331,774	49,890,712
C2c - C&I Multifamily Retrofit	1.38	1,678,974	6,132,532	4,456,854	82,856	(86,152)	4,453,558
C2d - C&I Upstream Lighting	4.21	115,270,070	151,208,975	13,513,388	2,879,774	19,545,742	35,938,905
C3 - C&I Hard-to-Measure	0.00	(1,634,223)	-	1,634,223	-	-	1,634,223
Grand Total	2.97	772,149,808	1,165,028,376	242,559,603	20,728,023	129,590,941	392,878,568

Cost-Effectiveness, Three-Year Total
2016-2018 Total Resource Cost Test (2016\$)

Eversource Electric
June 8, 2018

2017 Evaluated Total Resource Cost Test (2016\$)							
Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			
				Total Program Costs	Performance Incentive	Participant Costs	Total TRC Test Costs
A - Residential	2.43	187,368,248	318,676,799	87,704,223	5,529,375	38,074,952	131,308,550
A1 - Residential Whole House	2.69	100,519,672	159,858,271	44,533,818	2,841,649	11,963,132	59,338,600
A1a - Residential New Construction	2.58	20,065,118	32,738,939	5,645,668	556,680	6,471,474	12,673,822
A1b - Residential Multi-Family Retrofit	1.14	496,771	4,158,532	3,930,386	40,870	(309,494)	3,661,761
A1c - Residential Home Energy Services - Measures	3.27	79,449,097	114,374,996	27,029,623	2,095,123	5,801,153	34,925,899
A1d - Residential Home Energy Services - RCS	0.00	(4,928,772)	-	4,928,772	-	-	4,928,772
A1e - Residential Behavior/Feedback Program	2.73	5,437,458	8,585,803	2,999,369	148,976	-	3,148,345
A2 - Residential Products	2.54	96,197,219	158,818,527	33,821,763	2,687,726	26,111,820	62,621,308
A2a - Residential Heating & Cooling Equipment	1.34	2,408,825	9,395,304	5,516,391	107,387	1,362,701	6,986,479
A2b - Residential Consumer Products	1.79	3,278,334	7,422,639	3,214,503	106,501	823,301	4,144,305
A2c - Residential Lighting	2.76	90,510,060	142,000,584	25,090,869	2,473,837	23,925,818	51,490,525
A3 - Residential Hard-to-Measure	0.00	(9,348,642)	-	9,348,642	-	-	9,348,642
B - Low-Income	2.06	30,425,412	59,063,403	27,715,329	922,663	-	28,637,992
B1 - Low-Income Whole House	2.09	30,826,369	59,063,403	27,314,371	922,663	-	28,237,034
B1a - Low-Income Single Family Retrofit	3.03	25,878,134	38,609,035	12,037,403	693,497	-	12,730,900
B1b - Low-Income Multi-Family Retrofit	1.32	4,948,235	20,454,368	15,276,968	229,166	-	15,506,134
B2 - Low-Income Hard-to-Measure	0.00	(400,957)	-	400,957	-	-	400,957
C - Commercial & Industrial	3.24	440,878,663	637,481,364	119,473,607	11,672,316	65,456,778	196,602,701
C1 - C&I New Construction	3.46	68,853,154	96,896,610	22,617,935	1,797,522	3,628,000	28,043,456
C1a - C&I New Buildings & Major Renovations	3.20	35,947,257	52,299,326	13,722,759	950,993	1,678,317	16,352,069
C1b - C&I Initial Purchase & End of Useful Life	3.81	32,905,897	44,597,284	8,895,176	846,529	1,949,682	11,691,387
C2 - C&I Retrofit	3.24	373,626,077	540,584,754	95,255,104	9,874,794	61,828,778	166,958,677
C2a - C&I Existing Building Retrofit	3.43	234,334,028	330,753,541	47,880,310	6,135,576	42,403,627	96,419,514
C2b - C&I Small Business	2.94	87,445,014	132,445,032	34,129,046	2,352,479	8,518,492	45,000,018
C2c - C&I Multifamily Retrofit	1.98	2,882,784	5,818,667	2,990,534	88,369	(143,019)	2,935,883
C2d - C&I Upstream Lighting	3.17	48,964,251	71,567,514	10,255,214	1,298,370	11,049,678	22,603,263
C3 - C&I Hard-to-Measure	0.00	(1,600,568)	-	1,600,568	-	-	1,600,568
Grand Total	2.85	658,672,323	1,015,221,566	234,893,159	18,124,354	103,531,731	356,549,243

**Cost-Effectiveness, Three-Year Total
2016-2018 Total Resource Cost Test (2016\$)**

Eversource Electric
June 8, 2018

2018 Planned Total Resource Cost Test (2016\$)							
Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			
				Total Program Costs	Performance Incentive	Participant Costs	Total TRC Test Costs
A - Residential	2.27	173,392,300	310,289,290	109,694,519	5,407,691	21,794,781	136,896,991
A1 - Residential Whole House	2.38	112,967,517	194,616,590	63,153,296	3,355,451	15,140,327	81,649,073
A1a - Residential New Construction	2.88	18,959,803	29,065,383	3,308,488	510,812	6,286,280	10,105,580
A1b - Residential Multi-Family Retrofit	1.19	1,126,689	7,096,872	6,434,426	87,615	(551,858)	5,970,183
A1c - Residential Home Energy Services - Measures	2.81	98,490,589	152,939,287	42,368,448	2,674,346	9,405,904	54,448,698
A1d - Residential Home Energy Services - RCS	0.00	(7,862,416)	-	7,862,416	-	-	7,862,416
A1e - Residential Behavior/Feedback Program	1.69	2,252,852	5,515,048	3,179,518	82,678	-	3,262,196
A2 - Residential Products	3.01	77,280,598	115,672,700	29,685,409	2,052,240	6,654,454	38,392,102
A2a - Residential Heating & Cooling Equipment	1.06	453,884	8,158,956	4,874,154	91,812	2,739,105	7,705,072
A2b - Residential Consumer Products	1.23	814,513	4,348,537	3,034,770	55,000	444,254	3,534,024
A2c - Residential Lighting	3.80	76,012,201	103,165,208	21,776,485	1,905,427	3,471,095	27,153,006
A3 - Residential Hard-to-Measure	0.00	(16,855,815)	-	16,855,815	-	-	16,855,815
B - Low-Income	1.57	16,322,579	44,841,427	27,861,773	657,075	-	28,518,849
B1 - Low-Income Whole House	1.60	16,886,505	44,841,427	27,297,847	657,075	-	27,954,923
B1a - Low-Income Single Family Retrofit	2.01	14,595,290	29,021,596	13,962,201	464,105	-	14,426,306
B1b - Low-Income Multi-Family Retrofit	1.17	2,291,215	15,819,831	13,335,646	192,971	-	13,528,616
B2 - Low-Income Hard-to-Measure	0.00	(563,926)	-	563,926	-	-	563,926
C - Commercial & Industrial	2.73	420,693,079	663,752,996	145,822,964	11,564,257	85,672,695	243,059,917
C1 - C&I New Construction	3.65	84,773,429	116,717,399	27,463,190	2,142,763	2,338,017	31,943,971
C1a - C&I New Buildings & Major Renovations	3.13	47,874,668	70,391,122	19,278,975	1,257,833	1,979,647	22,516,455
C1b - C&I Initial Purchase & End of Useful Life	4.91	36,898,761	46,326,277	8,184,215	884,930	358,370	9,427,516
C2 - C&I Retrofit	2.63	338,676,911	547,035,596	115,602,513	9,421,494	83,334,678	208,358,685
C2a - C&I Existing Building Retrofit	3.00	262,266,646	393,668,434	63,128,215	6,976,517	61,297,056	131,401,788
C2b - C&I Small Business	2.04	40,302,803	79,086,658	31,172,245	1,270,338	6,341,272	38,783,855
C2c - C&I Multifamily Retrofit	1.97	3,606,686	7,326,859	3,180,605	116,342	423,226	3,720,173
C2d - C&I Upstream Lighting	1.94	32,500,776	66,953,646	18,121,448	1,058,297	15,273,125	34,452,870
C3 - C&I Hard-to-Measure	0.00	(2,757,261)	-	2,757,261	-	-	2,757,261
Grand Total	2.49	610,407,958	1,018,883,713	283,379,256	17,629,023	107,467,476	408,475,756

**Cost-Effectiveness, Three-Year Total
2016-2018 Total Resource Cost Test (2016\$)**

Eversource Electric
June 8, 2018

2016-2018 Total Resource Cost Test (2016\$)							
Program	Benefit-Cost Ratio	Net Benefits	Total TRC Test Benefits	Costs			
				Total Program Costs	Performance Incentive	Participant Costs	Total TRC Test Costs
A - Residential	2.27	514,423,845	921,027,921	283,747,029	15,842,184	107,014,863	406,604,076
A1 - Residential Whole House	2.42	309,763,987	527,400,166	159,147,469	9,134,447	49,354,264	217,636,179
A1a - Residential New Construction	1.82	37,561,910	83,611,331	13,915,381	1,298,103	30,835,938	46,049,421
A1b - Residential Multi-Family Retrofit	1.01	237,427	18,141,629	19,775,974	204,032	(2,075,804)	17,904,202
A1c - Residential Home Energy Services - Measures	3.19	276,455,351	402,633,300	98,337,086	7,246,734	20,594,129	126,177,949
A1d - Residential Home Energy Services - RCS	0.00	(17,788,981)	-	17,788,981	-	-	17,788,981
A1e - Residential Behavior/Feedback Program	2.37	13,298,280	23,013,905	9,330,047	385,578	-	9,715,625
A2 - Residential Products	2.56	239,898,232	393,627,755	89,361,186	6,707,737	57,660,600	153,729,523
A2a - Residential Heating & Cooling Equipment	1.15	3,334,826	25,529,425	15,094,623	289,191	6,810,785	22,194,599
A2b - Residential Consumer Products	1.62	7,077,041	18,467,297	9,044,849	264,233	2,081,173	11,390,255
A2c - Residential Lighting	2.91	229,486,365	349,631,033	65,221,714	6,154,313	48,768,642	120,144,668
A3 - Residential Hard-to-Measure	0.00	(35,238,374)	-	35,238,374	-	-	35,238,374
B - Low-Income	1.84	72,816,693	159,044,507	83,782,192	2,445,622	-	86,227,813
B1 - Low-Income Whole House	1.87	74,175,327	159,044,507	82,423,558	2,445,622	-	84,869,180
B1a - Low-Income Single Family Retrofit	2.65	64,512,376	103,553,867	37,248,365	1,793,126	-	39,041,491
B1b - Low-Income Multi-Family Retrofit	1.21	9,662,951	55,490,640	45,175,193	652,496	-	45,827,689
B2 - Low-Income Hard-to-Measure	0.00	(1,358,633)	-	1,358,633	-	-	1,358,633
C - Commercial & Industrial	3.19	1,453,989,550	2,119,061,228	393,302,798	38,193,595	233,575,285	665,071,677
C1 - C&I New Construction	4.15	336,831,083	443,690,292	73,035,716	8,260,259	25,563,234	106,859,209
C1a - C&I New Buildings & Major Renovations	3.57	140,837,209	195,731,538	46,005,224	3,529,183	5,359,922	54,894,329
C1b - C&I Initial Purchase & End of Useful Life	4.77	195,993,874	247,958,753	27,030,492	4,731,076	20,203,312	51,964,880
C2 - C&I Retrofit	3.03	1,123,150,519	1,675,370,936	314,275,029	29,933,336	208,012,051	552,220,417
C2a - C&I Existing Building Retrofit	3.28	716,479,829	1,030,921,010	156,995,035	18,688,233	138,757,913	314,441,181
C2b - C&I Small Business	2.51	201,767,149	335,441,733	104,761,951	5,721,096	23,191,537	133,674,584
C2c - C&I Multifamily Retrofit	1.74	8,168,444	19,278,058	10,627,993	287,566	194,055	11,109,614
C2d - C&I Upstream Lighting	3.12	196,735,098	289,730,135	41,890,050	5,236,441	45,868,546	92,995,037
C3 - C&I Hard-to-Measure	0.00	(5,992,052)	-	5,992,052	-	-	5,992,052
Grand Total	2.76	2,041,230,089	3,199,133,655	760,832,018	56,481,400	340,590,148	1,157,903,567

Notes

- The Green Communities Act requires that energy efficiency programs be cost-effective. G.L. c. 25, §§ 21(a), 21(b)(3). If a core initiative is not cost-effective, the Program Administrator has provided an explanation in its report filing.

Core Initiatives, Plan Year Summary

Residential Programs

Eversource Electric

June 8, 2018

A1 - Residential Whole, 2017 Summary							
A1a - Residential New Construction							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	3,996	12,336	10,370	209%	160%	-16%
Lifetime Energy	MWh	61,223	169,066	107,998	176%	76%	-36%
Annual Natural Gas	Therms	-	-	(50,823)			
Lifetime Natural Gas	Therms	-	-	(355,760)			
Total Benefits	2016\$	28,254,703	63,926,059	32,738,939	126%	16%	-49%
Total Program Costs	nominal\$	3,436,083	5,789,068	5,789,068	68%	68%	0%
Total Resource Costs	2016\$	10,192,785	12,673,822	12,673,822	24%	24%	0%
Benefit Cost Ratio	B/C	2.77	5.04	2.58	82%	-7%	-49%

A1b - Residential Multi-Family Retrofit							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	3,571	1,924	2,681	-46%	-25%	39%
Lifetime Energy	MWh	35,010	18,125	23,888	-48%	-32%	32%
Annual Natural Gas	Therms	-	-	-			
Lifetime Natural Gas	Therms	-	-	-			
Total Benefits	2016\$	7,045,914	3,675,971	4,158,532	-48%	-41%	13%
Total Program Costs	nominal\$	6,688,700	4,030,217	4,030,217	-40%	-40%	0%
Total Resource Costs	2016\$	6,042,107	3,661,761	3,661,761	-39%	-39%	0%
Benefit Cost Ratio	B/C	1.17	1.00	1.14	-14%	-3%	13%

A1c - Residential Home Energy Services - Measures							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	36,621	42,883	38,204	17%	4%	-11%
Lifetime Energy	MWh	349,341	399,720	296,918	14%	-15%	-26%
Annual Natural Gas	Therms	8,149	4,394	4,694	-46%	-42%	7%
Lifetime Natural Gas	Therms	104,077	95,058	102,558	-9%	-1%	8%
Total Benefits	2016\$	152,242,470	128,661,688	114,374,996	-15%	-25%	-11%
Total Program Costs	nominal\$	42,796,875	27,716,175	27,716,175	-35%	-35%	0%
Total Resource Costs	2016\$	53,845,967	34,925,899	34,925,899	-35%	-35%	0%
Benefit Cost Ratio	B/C	2.83	3.68	3.27	30%	16%	-11%

A1e - Residential Behavior/Feedback Program							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	44,720	55,071	55,071	23%	23%	0%
Lifetime Energy	MWh	44,720	55,071	55,071	23%	23%	0%
Annual Natural Gas	Therms	-	-	-			
Lifetime Natural Gas	Therms	-	-	-			
Total Benefits	2016\$	6,991,812	8,585,803	8,585,803	23%	23%	0%
Total Program Costs	nominal\$	3,172,338	3,075,553	3,075,553	-3%	-3%	0%
Total Resource Costs	2016\$	3,208,437	3,148,345	3,148,345	-2%	-2%	0%
Benefit Cost Ratio	B/C	2.18	2.73	2.73	25%	25%	0%

Notes

- The plan year variances provided above are intended to indicate the Program Administrator's performance in the plan year only. The variances used to determine significant variances are provided separately. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

A2 - Residential Products, 2017 Summary							
A2a - Residential Heating & Cooling Equipment							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	4,130	5,100	5,023	23%	22%	-2%
Lifetime Energy	MWh	58,693	73,574	72,212	25%	23%	-2%
Annual Natural Gas	Therms	(13,822)	(8,522)	(8,522)	-38%	-38%	0%
Lifetime Natural Gas	Therms	(248,793)	(149,227)	(149,227)	-40%	-40%	0%
Total Benefits	2016\$	8,130,937	9,506,432	9,395,304	17%	16%	-1%
Total Program Costs	nominal\$	5,094,808	5,656,507	5,656,507	11%	11%	0%
Total Resource Costs	2016\$	7,866,791	6,986,479	6,986,479	-11%	-11%	0%
Benefit Cost Ratio	B/C	1.03	1.36	1.34	32%	30%	-1%

A2b - Residential Consumer Products							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	4,617	6,056	5,869	31%	27%	-3%
Lifetime Energy	MWh	36,885	51,525	50,236	40%	36%	-3%
Annual Natural Gas	Therms	969	7,563	5,899	681%	509%	-22%
Lifetime Natural Gas	Therms	6,780	52,940	41,293	681%	509%	-22%
Total Benefits	2016\$	4,766,973	7,400,812	7,422,639	55%	56%	0%
Total Program Costs	nominal\$	3,215,493	3,296,151	3,296,151	3%	3%	0%
Total Resource Costs	2016\$	3,777,868	4,144,305	4,144,305	10%	10%	0%
Benefit Cost Ratio	B/C	1.26	1.79	1.79	42%	42%	0%

A2c - Residential Lighting							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	134,230	172,187	190,237	28%	42%	10%
Lifetime Energy	MWh	1,217,243	1,898,653	1,325,319	56%	9%	-30%
Annual Natural Gas	Therms	(1,506,057)	(2,176,296)	(2,113,331)	45%	40%	-3%
Lifetime Natural Gas	Therms	(13,657,464)	(22,962,544)	(14,722,847)	68%	8%	-36%
Total Benefits	2016\$	125,684,018	181,952,078	142,000,584	45%	13%	-22%
Total Program Costs	nominal\$	25,420,798	25,728,177	25,728,177	1%	1%	0%
Total Resource Costs	2016\$	33,066,623	51,490,525	51,490,525	56%	56%	0%
Benefit Cost Ratio	B/C	3.80	3.53	2.76	-7%	-27%	-22%

Core Initiatives, Plan Year Summary

Low-Income Programs

Eversource Electric

June 8, 2018

B1 - Low-Income Whole House, 2017 Summary							
B1a - Low-Income Single Family Retrofit							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	6,356	7,822	7,211	23%	13%	-8%
Lifetime Energy	MWh	62,785	79,270	66,427	26%	6%	-16%
Annual Natural Gas	Therms	-	7,038	27,976			297%
Lifetime Natural Gas	Therms	-	49,266	362,349			635%
Total Benefits	2016\$	28,775,834	31,692,750	38,609,035	10%	34%	22%
Total Program Costs	nominal\$	14,494,142	12,343,153	12,343,153	-15%	-15%	0%
Total Resource Costs	2016\$	14,592,377	12,730,900	12,730,900	-13%	-13%	0%
Benefit Cost Ratio	B/C	1.97	2.49	3.03	26%	54%	22%

B1b - Low-Income Multi-Family Retrofit							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	10,270	13,413	14,836	31%	44%	11%
Lifetime Energy	MWh	77,589	98,255	116,789	27%	51%	19%
Annual Natural Gas	Therms	-	-	-			
Lifetime Natural Gas	Therms	-	-	-			
Total Benefits	2016\$	16,612,116	14,511,714	20,454,368	-13%	23%	41%
Total Program Costs	nominal\$	15,049,865	15,665,003	15,665,003	4%	4%	0%
Total Resource Costs	2016\$	14,872,661	15,506,134	15,506,134	4%	4%	0%
Benefit Cost Ratio	B/C	1.12	0.94	1.32	-16%	18%	41%

Notes

- The plan year variances provided above are intended to indicate the Program Administrator's performance in the plan year only. The variances used to determine significant variances are provided separately. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

Core Initiatives, Plan Year Summary

C&I Programs

Eversource Electric

June 8, 2018

C1 - C&I New Construction, 2017 Summary							
C1a - C&I New Buildings & Major Renovations							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	32,161	26,314	23,275	-18%	-28%	-12%
Lifetime Energy	MWh	527,022	428,977	378,149	-19%	-28%	-12%
Annual Natural Gas	Therms	(21,520)	261,594	164,162	-1316%	-863%	-37%
Lifetime Natural Gas	Therms	(319,437)	4,585,986	2,947,602	-1536%	-1023%	-36%
Total Benefits	2016\$	68,337,489	57,092,106	52,299,326	-16%	-23%	-8%
Total Program Costs	nominal\$	21,469,108	14,071,317	14,071,317	-34%	-34%	0%
Total Resource Costs	2016\$	24,163,773	16,352,069	16,352,069	-32%	-32%	0%
Benefit Cost Ratio	B/C	2.83	3.49	3.20	23%	13%	-8%

C1b - C&I Initial Purchase & End of Useful Life							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	20,388	24,716	24,566	21%	20%	-1%
Lifetime Energy	MWh	340,098	412,381	409,639	21%	20%	-1%
Annual Natural Gas	Therms	-	(278,488)	(278,536)			0%
Lifetime Natural Gas	Therms	-	(5,307,695)	(5,308,566)			0%
Total Benefits	2016\$	45,812,315	46,603,007	44,597,284	2%	-3%	-4%
Total Program Costs	nominal\$	7,776,498	9,121,114	9,121,114	17%	17%	0%
Total Resource Costs	2016\$	8,832,032	11,691,387	11,691,387	32%	32%	0%
Benefit Cost Ratio	B/C	5.19	3.99	3.81	-23%	-26%	-4%

Notes

- The plan year variances provided above are intended to indicate the Program Administrator's performance in the plan year only. The variances used to determine significant variances are provided separately. The variances above and the significant variances use different calculations to determine variances on an annual basis and over the three-year term, respectively.

C2 - C&I Retrofit, 2017 Summary							
C2a - C&I Existing Building Retrofit							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	210,253	196,597	197,549	-6%	-6%	0%
Lifetime Energy	MWh	2,978,280	3,053,124	3,065,951	3%	3%	0%
Annual Natural Gas	Therms	(3,330,276)	(3,837,288)	(3,834,469)	15%	15%	0%
Lifetime Natural Gas	Therms	(65,338,467)	(88,269,605)	(88,241,240)	35%	35%	0%
Total Benefits	2016\$	355,127,778	320,902,463	330,753,541	-10%	-7%	3%
Total Program Costs	nominal\$	60,151,839	49,096,470	49,096,470	-18%	-18%	0%
Total Resource Costs	2016\$	115,240,733	96,419,514	96,419,514	-16%	-16%	0%
Benefit Cost Ratio	B/C	3.08	3.33	3.43	8%	11%	3%

C2b - C&I Small Business							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	52,707	68,082	65,858	29%	25%	-3%
Lifetime Energy	MWh	533,621	882,303	849,289	65%	59%	-4%
Annual Natural Gas	Therms	(506,231)	(588,841)	(593,795)	16%	17%	1%
Lifetime Natural Gas	Therms	(5,062,312)	(7,639,690)	(7,690,322)	51%	52%	1%
Total Benefits	2016\$	79,717,690	116,741,198	132,445,032	46%	66%	13%
Total Program Costs	nominal\$	32,820,660	34,995,924	34,995,924	7%	7%	0%
Total Resource Costs	2016\$	39,783,578	45,000,018	45,000,018	13%	13%	0%
Benefit Cost Ratio	B/C	2.00	2.59	2.94	29%	47%	13%

C2c - C&I Multifamily Retrofit							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	4,274	3,782	5,978	-12%	40%	58%
Lifetime Energy	MWh	49,627	28,685	45,718	-42%	-8%	59%
Annual Natural Gas	Therms	(5,758)	(246)	(246)	-96%	-96%	0%
Lifetime Natural Gas	Therms	(74,339)	(1,943)	(1,943)	-97%	-97%	0%
Total Benefits	2016\$	7,349,708	2,859,260	5,818,667	-61%	-21%	104%
Total Program Costs	nominal\$	3,247,629	3,066,493	3,066,493	-6%	-6%	0%
Total Resource Costs	2016\$	3,718,046	2,935,883	2,935,883	-21%	-21%	0%
Benefit Cost Ratio	B/C	1.98	0.97	1.98	-51%	0%	104%

C2d - C&I Upstream Lighting							
Metric	Units	Planned	Preliminary	Evaluated	Plan v Preliminary	Plan v Evaluated	Preliminary v Evaluated
Annual Energy	MWh	89,256	93,506	60,191	5%	-33%	-36%
Lifetime Energy	MWh	549,808	640,816	524,384	17%	-5%	-18%
Annual Natural Gas	Therms	(332,338)	(88,095)	(53,566)	-73%	-84%	-39%
Lifetime Natural Gas	Therms	(2,020,931)	(552,214)	(387,241)	-73%	-81%	-30%
Total Benefits	2016\$	71,002,148	93,221,743	71,567,514	31%	1%	-23%
Total Program Costs	nominal\$	16,667,543	10,515,697	10,515,697	-37%	-37%	0%
Total Resource Costs	2016\$	33,576,733	22,603,263	22,603,263	-33%	-33%	0%
Benefit Cost Ratio	B/C	2.11	4.12	3.17	95%	50%	-23%

Core Initiatives, Three-Year Total

Residential Programs

Eversource Electric

June 8, 2018

A1 - Residential Whole, 2016-2018 Summary					
A1a - Residential New Construction					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Evaluated	2016-2018 Total
Annual Energy	MWh	8,546	10,370		18,916
Lifetime Energy	MWh	72,966	107,998		180,963
Annual Natural Gas	Therms	(72,953)	(50,823)	-	(123,776)
Lifetime Natural Gas	Therms	(315,977)	(355,760)		(671,737)
Total Benefits	2016\$	21,807,009	32,738,939	-	54,545,948
Total Program Costs	nominal\$	4,961,225	5,789,068	-	10,750,293
Total Resource Costs	2016\$	23,270,020	12,673,822	-	35,943,841
Benefit Cost Ratio	B/C	0.94	2.58		1.52

A1b - Residential Multi-Family Retrofit					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Evaluated	2016-2018 Total
Annual Energy	MWh	4,457	2,681		7,138
Lifetime Energy	MWh	33,774	23,888		57,662
Annual Natural Gas	Therms	-	-	-	-
Lifetime Natural Gas	Therms	-	-	-	-
Total Benefits	2016\$	6,886,225	4,158,532	-	11,044,757
Total Program Costs	nominal\$	9,411,162	4,030,217	-	13,441,379
Total Resource Costs	2016\$	8,272,258	3,661,761	-	11,934,019
Benefit Cost Ratio	B/C	0.83	1.14		0.93

A1c - Residential Home Energy Services - Measures					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Evaluated	2016-2018 Total
Annual Energy	MWh	42,997	38,204		81,201
Lifetime Energy	MWh	363,963	296,918		660,881
Annual Natural Gas	Therms	8,690	4,694	-	13,385
Lifetime Natural Gas	Therms	184,585	102,558		287,143
Total Benefits	2016\$	135,319,016	114,374,996	-	249,694,013
Total Program Costs	nominal\$	28,939,015	27,716,175	-	56,655,190
Total Resource Costs	2016\$	36,803,352	34,925,899	-	71,729,251
Benefit Cost Ratio	B/C	3.68	3.27		3.48

A1e - Residential Behavior/Feedback Program					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Evaluated	2016-2018 Total
Annual Energy	MWh	52,446	55,071		107,517
Lifetime Energy	MWh	52,446	55,071		107,517
Annual Natural Gas	Therms	-	-	-	-
Lifetime Natural Gas	Therms	-	-	-	-
Total Benefits	2016\$	8,913,054	8,585,803	-	17,498,857
Total Program Costs	nominal\$	3,151,160	3,075,553	-	6,226,713
Total Resource Costs	2016\$	3,305,084	3,148,345	-	6,453,429
Benefit Cost Ratio	B/C	2.70	2.73		2.71

A2 - Residential Products, 2016-2018 Summary					
A2a - Residential Heating & Cooling Equipment					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Evaluated	2016-2018 Total
Annual Energy	MWh	4,056	5,023		9,079
Lifetime Energy	MWh	58,811	72,212		131,023
Annual Natural Gas	Therms	(10,949)	(8,522)	-	(19,470)
Lifetime Natural Gas	Therms	(192,817)	(149,227)		(342,044)
Total Benefits	2016\$	7,975,165	9,395,304	-	17,370,469
Total Program Costs	nominal\$	4,704,078	5,656,507	-	10,360,585
Total Resource Costs	2016\$	7,503,048	6,986,479	-	14,489,527
Benefit Cost Ratio	B/C	1.06	1.34		1.20

A2b - Residential Consumer Products					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Evaluated	2016-2018 Total
Annual Energy	MWh	5,716	5,869		11,585
Lifetime Energy	MWh	45,330	50,236		95,566
Annual Natural Gas	Therms	12,801	5,899	-	18,700
Lifetime Natural Gas	Therms	89,606	41,293		130,898
Total Benefits	2016\$	6,696,121	7,422,639	-	14,118,760
Total Program Costs	nominal\$	2,795,577	3,296,151	-	6,091,728
Total Resource Costs	2016\$	3,711,927	4,144,305	-	7,856,231
Benefit Cost Ratio	B/C	1.80	1.79		1.80

A2c - Residential Lighting					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Evaluated	2016-2018 Total
Annual Energy	MWh	150,403	190,237		340,640
Lifetime Energy	MWh	966,658	1,325,319		2,291,977
Annual Natural Gas	Therms	(1,982,192)	(2,113,331)	-	(4,095,523)
Lifetime Natural Gas	Therms	(12,739,790)	(14,722,847)		(27,462,637)
Total Benefits	2016\$	104,465,241	142,000,584	-	246,465,826
Total Program Costs	nominal\$	18,354,360	25,728,177	-	44,082,537
Total Resource Costs	2016\$	41,501,137	51,490,525	-	92,991,662
Benefit Cost Ratio	B/C	2.52	2.76		2.65

Core Initiatives, Three-Year Total

Low-Income Programs

Eversource Electric

June 8, 2018

B1 - Low-Income Whole House, 2016-2018 Summary					
B1a - Low-Income Single Family Retrofit					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Evaluated	2016-2018 Total
Annual Energy	MWh	6,720	7,211		13,931
Lifetime Energy	MWh	61,890	66,427		128,317
Annual Natural Gas	Therms	20	27,976	-	27,996
Lifetime Natural Gas	Therms	140	362,349		362,489
Total Benefits	2016\$	35,923,236	38,609,035	-	74,532,271
Total Program Costs	nominal\$	11,248,761	12,343,153	-	23,591,914
Total Resource Costs	2016\$	11,884,284	12,730,900	-	24,615,185
Benefit Cost Ratio	B/C	3.02	3.03		3.03

B1b - Low-Income Multi-Family Retrofit					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Evaluated	2016-2018 Total
Annual Energy	MWh	16,250	14,836		31,086
Lifetime Energy	MWh	130,853	116,789		247,641
Annual Natural Gas	Therms	-	-	-	-
Lifetime Natural Gas	Therms	-	-	-	-
Total Benefits	2016\$	19,216,440	20,454,368	-	39,670,809
Total Program Costs	nominal\$	16,562,579	15,665,003	-	32,227,582
Total Resource Costs	2016\$	16,792,939	15,506,134	-	32,299,073
Benefit Cost Ratio	B/C	1.14	1.32		1.23

Core Initiatives, Three-Year Total

C&I Programs

Eversource Electric

June 8, 2018

C1 - C&I New Construction, 2016-2018 Summary					
C1a - C&I New Buildings & Major Renovations					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Evaluated	2016-2018 Total
Annual Energy	MWh	31,032	23,275		54,307
Lifetime Energy	MWh	520,601	378,149		898,750
Annual Natural Gas	Therms	(379,425)	164,162	-	(215,263)
Lifetime Natural Gas	Therms	(7,430,391)	2,947,602		(4,482,789)
Total Benefits	2016\$	73,041,090	52,299,326	-	125,340,416
Total Program Costs	nominal\$	13,003,490	14,071,317	-	27,074,807
Total Resource Costs	2016\$	16,025,805	16,352,069	-	32,377,874
Benefit Cost Ratio	B/C	4.56	3.20		3.87

C1b - C&I Initial Purchase & End of Useful Life					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Evaluated	2016-2018 Total
Annual Energy	MWh	50,940	24,566		75,506
Lifetime Energy	MWh	844,367	409,639		1,254,006
Annual Natural Gas	Therms	(244,333)	(278,536)	-	(522,869)
Lifetime Natural Gas	Therms	(4,231,883)	(5,308,566)		(9,540,449)
Total Benefits	2016\$	157,035,192	44,597,284	-	201,632,477
Total Program Costs	nominal\$	9,951,101	9,121,114	-	19,072,215
Total Resource Costs	2016\$	30,845,977	11,691,387	-	42,537,364
Benefit Cost Ratio	B/C	5.09	3.81		4.74

C2 - C&I Retrofit, 2016-2018 Summary					
C2a - C&I Existing Building Retrofit					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Evaluated	2016-2018 Total
Annual Energy	MWh	165,334	197,549		362,883
Lifetime Energy	MWh	2,199,673	3,065,951		5,265,623
Annual Natural Gas	Therms	(1,530,457)	(3,834,469)	-	(5,364,926)
Lifetime Natural Gas	Therms	(29,785,562)	(88,241,240)		(118,026,802)
Total Benefits	2016\$	306,499,035	330,753,541	-	637,252,577
Total Program Costs	nominal\$	45,986,510	49,096,470	-	95,082,980
Total Resource Costs	2016\$	86,619,880	96,419,514	-	183,039,394
Benefit Cost Ratio	B/C	3.54	3.43		3.48

C2b - C&I Small Business					
Metric	Units	2016 Evaluated	2017 Evaluated	2018 Evaluated	2016-2018 Total
Annual Energy	MWh	62,232	65,858		128,090
Lifetime Energy	MWh	803,556	849,289		1,652,844
Annual Natural Gas	Therms	(625,842)	(593,795)	-	(1,219,637)
Lifetime Natural Gas	Therms	(8,126,867)	(7,690,322)		(15,817,189)
Total Benefits	2016\$	123,910,044	132,445,032	-	256,355,076
Total Program Costs	nominal\$	39,460,660	34,995,924	-	74,456,584
Total Resource Costs	2016\$	49,890,712	45,000,018	-	94,890,730
Benefit Cost Ratio	B/C	2.48	2.94		2.70

C2c - C&I Multifamily Retrofit					
Metric	Units	2016 Evaluated	2017 Planned	2018 Planned	2016-2018 Total
Annual Energy	MWh	4,758	4,274	4,274	13,307
Lifetime Energy	MWh	45,371	49,627	49,627	144,625
Annual Natural Gas	Therms	-	(5,758)	(5,758)	(11,516)
Lifetime Natural Gas	Therms	-	(74,339)	(74,339)	(148,678)
Total Benefits	2016\$	6,132,532	7,349,708	7,326,859	20,809,099
Total Program Costs	nominal\$	4,456,854	3,247,629	3,344,232	11,048,715
Total Resource Costs	2016\$	4,453,558	3,718,046	3,720,173	11,891,777
Benefit Cost Ratio	B/C	1.38	1.98	1.97	1.75

C2d - C&I Upstream Lighting					
Metric	Units	2016 Evaluated	2017 Planned	2018 Planned	2016-2018 Total
Annual Energy	MWh	144,655	89,256	83,785	317,696
Lifetime Energy	MWh	1,027,144	549,808	541,049	2,118,002
Annual Natural Gas	Therms	(546,830)	(332,338)	(311,826)	(1,190,995)
Lifetime Natural Gas	Therms	(3,874,839)	(2,020,931)	(1,990,419)	(7,886,189)
Total Benefits	2016\$	151,208,975	71,002,148	66,953,646	289,164,769
Total Program Costs	nominal\$	13,513,388	16,667,543	19,053,708	49,234,640
Total Resource Costs	2016\$	35,938,905	33,576,733	34,452,870	103,968,507
Benefit Cost Ratio	B/C	4.21	2.11	1.94	2.78

Greenhouse Gas Reductions, Plan Year Summary

GHG reductions are provided for information purposes only. They are not included in the TRC test.

Eversource Electric

June 8, 2018

2017 Planned Greenhouse Gas Reductions											
Sector	Adjusted Gross Annual Savings			GHG Factors					Annual Emissions Reductions (Short Tons)		
	Electric Energy	Natural Gas	Oil	NOX	SO2	CO2			NOX	SO2	CO2
	(MWh)	(Therms)	(MMBTU)	Electric Energy	Electric Energy	Electric Energy	Natural Gas	Oil			
A - Residential	286,898	(2,075,949)	38,576	0.000185578	0.000090138	0.396076	0.005850	0.080693	53.2	25.9	104,602
B - Low-Income	16,625	-	33,636	0.000185578	0.000090138	0.396076	0.005850	0.080693	3.1	1.5	9,299
C - Commercial & Industrial	413,554	(4,156,496)	(96,294)	0.000185578	0.000090138	0.396076	0.005850	0.080693	76.7	37.3	131,713
Grand Total	717,077	(6,232,445)	(24,082)	0.000185578	0.000090138	0.396076	0.005850	0.080693	133.1	64.6	245,614

2017 Evaluated Greenhouse Gas Reductions											
Sector	Adjusted Gross Annual Savings			GHG Factors					Annual Emissions Reductions (Short Tons)		
	Electric Energy	Natural Gas	Oil	NOX	SO2	CO2			NOX	SO2	CO2
	(MWh)	(Therms)	(MMBTU)	Electric Energy	Electric Energy	Electric Energy	Natural Gas	Oil			
A - Residential	352,035	(2,604,002)	(28,948)	0.000185578	0.000090138	0.396076	0.005850	0.080693	65.3	31.7	121,863
B - Low-Income	22,047	27,976	25,338	0.000185578	0.000090138	0.396076	0.005850	0.080693	4.1	2.0	10,941
C - Commercial & Industrial	387,077	(4,544,836)	(54,894)	0.000185578	0.000090138	0.396076	0.005850	0.080693	71.8	34.9	122,295
Grand Total	761,159	(7,120,862)	(58,504)	0.000185578	0.000090138	0.396076	0.005850	0.080693	141.3	68.6	255,099

2017 Planned v. Evaluated Greenhouse Gas Reductions Variances (%)											
Sector	Adjusted Gross Annual Savings			GHG Factors					Annual Emissions Reductions (Short Tons)		
	Electric Energy	Natural Gas	Oil	NOX	SO2	CO2			NOX	SO2	CO2
	(MWh)	(Therms)	(MMBTU)	Electric Energy	Electric Energy	Electric Energy	Natural Gas	Oil			
A - Residential	23%	25%	-175%	0%	0%	0%	0%	0%	23%	23%	17%
B - Low-Income	33%		-25%	0%	0%	0%	0%	0%	33%	33%	18%
C - Commercial & Industrial	-6%	9%	-43%	0%	0%	0%	0%	0%	-6%	-6%	-7%
Grand Total	6%	14%	143%	0%	0%	0%	0%	0%	6%	6%	4%

Notes

- The GHG factors have been updated since the 2016-2018 Plan in coordination with the Department of Environmental Protection to reflect the most up to date information available.

Greenhouse Gas Reductions, Three-Year Total

GHG reductions are provided for information purposes only. They are not included in the TRC test.

Eversource Electric

June 8, 2018

2016 Evaluated Greenhouse Gas Reductions											
Sector	Adjusted Gross Annual Savings			GHG Factors					Annual Emissions Reductions (Short Tons)		
	Electric Energy	Natural Gas	Oil	NOX	SO2	CO2			NOX	SO2	CO2
	(MWh)	(Therms)	(MMBTU)	Electric Energy	Electric Energy	Electric Energy	Natural Gas	Oil			
A - Residential	302,493	(2,451,652)	(25,722)	0.000185578	0.000090138	0.396076	0.005850	0.080693	56.1	27.3	103,392
B - Low-Income	22,970	20	23,691	0.000185578	0.000090138	0.396076	0.005850	0.080693	4.3	2.1	11,010
C - Commercial & Industrial	437,010	(3,229,083)	(134,843)	0.000185578	0.000090138	0.396076	0.005850	0.080693	81.1	39.4	143,319
Grand Total	762,473	(5,680,715)	(136,874)	0.000185578	0.000090138	0.396076	0.005850	0.080693	141.5	68.7	257,721

2017 Evaluated Greenhouse Gas Reductions											
Sector	Adjusted Gross Annual Savings			GHG Factors					Annual Emissions Reductions (Short Tons)		
	Electric Energy	Natural Gas	Oil	NOX	SO2	CO2			NOX	SO2	CO2
	(MWh)	(Therms)	(MMBTU)	Electric Energy	Electric Energy	Electric Energy	Natural Gas	Oil			
A - Residential	352,035	(2,604,002)	(28,948)	0.000185578	0.000090138	0.396076	0.005850	0.080693	65.3	31.7	121,863
B - Low-Income	22,047	27,976	25,338	0.000185578	0.000090138	0.396076	0.005850	0.080693	4.1	2.0	10,941
C - Commercial & Industrial	387,077	(4,544,836)	(54,894)	0.000185578	0.000090138	0.396076	0.005850	0.080693	71.8	34.9	122,295
Grand Total	761,159	(7,120,862)	(58,504)	0.000185578	0.000090138	0.396076	0.005850	0.080693	141.3	68.6	255,099

2018 Planned Greenhouse Gas Reductions											
Sector	Adjusted Gross Annual Savings			GHG Factors					Annual Emissions Reductions (Short Tons)		
	Electric Energy	Natural Gas	Oil	NOX	SO2	CO2			NOX	SO2	CO2
	(MWh)	(Therms)	(MMBTU)	Electric Energy	Electric Energy	Electric Energy	Natural Gas	Oil			
A - Residential	257,215	(1,767,033)	62,163	0.000185578	0.000090138	0.396076	0.005850	0.080693	47.7	23.2	96,556
B - Low-Income	15,897	-	34,052	0.000185578	0.000090138	0.396076	0.005850	0.080693	3.0	1.4	9,044
C - Commercial & Industrial	455,238	(6,481,271)	(97,342)	0.000185578	0.000090138	0.396076	0.005850	0.080693	84.5	41.0	134,539
Grand Total	728,351	(8,248,305)	(1,126)	0.000185578	0.000090138	0.396076	0.005850	0.080693	135.2	65.7	240,139

2016-2018 Greenhouse Gas Reductions											
Sector	Adjusted Gross Annual Savings			GHG Factors					Annual Emissions Reductions (Short Tons)		
	Electric Energy	Natural Gas	Oil	NOX	SO2	CO2			NOX	SO2	CO2
	(MWh)	(Therms)	(MMBTU)	Electric Energy	Electric Energy	Electric Energy	Natural Gas	Oil			
A - Residential	911,742	(6,822,687)	7,493	0.000185578	0.000090138	0.396076	0.005850	0.080693	169	82	321,811
B - Low-Income	60,914	27,996	83,081	0.000185578	0.000090138	0.396076	0.005850	0.080693	11	5	30,994
C - Commercial & Industrial	1,279,326	(14,255,190)	(287,079)	0.000185578	0.000090138	0.396076	0.005850	0.080693	237	115	400,153
Grand Total	2,251,982	(21,049,882)	(196,505)	0.000185578	0.000090138	0.396076	0.005850	0.080693	418	203	752,959

Notes

- The GHG factors have been updated since the 2016-2018 Plan in coordination with the Department of Environmental Protection to reflect the most up to date information available.

**NSTAR Electric/Western Massachusetts Electric
each d/b/a Eversource Energy**

2017 Energy Efficiency Plan-Year Report

D.P.U. 18-51

June 8, 2018

APPENDICES

APPENDIX 1

Significant Core Initiative Variances & Cost-Effectiveness

APPENDIX 1

Significant Core Initiative Variances & Cost-Effectiveness

Program Administrator-Specific Narrative Explanations for Eversource Energy Company (the “Company”) are as follows.

I. RESIDENTIAL PROGRAMS

A. RESIDENTIAL WHOLE HOUSE

The actual 2017 benefit-cost ratio for the Residential Whole House program is 2.69. The projected benefit-cost ratio for the 2016-2018 plan term is 2.42 after accounting for actual results from 2016 and 2017.

1. Residential New Construction

a. Significant Variances¹

Significant variances exist between: (1) planned and actual program cost; and (2) preliminary and evaluated total resource benefits. The primary reasons for such variances are:

(1) Planned and Actual Expenditures

Total spending is 61 percent higher than planned due to greater program participation than anticipated, which correlated with participant incentives and Sales, Technical Assistance & Training (“STAT”) that were significantly higher than planned.

(2) Preliminary and Evaluated Total Benefits

Evaluated total resource benefits are 47 percent lower than preliminary total resource benefits due to a reduction in attributable energy savings as a result of the 2015-2016 Massachusetts Single-Family Code Compliance Baseline Study. This study updated the User Defined Reference Home (UDRH) to reflect current common installation practices for non-participating homes, and found significant

¹ Plan-year core initiative significant variances are defined in the D.P.U. 11-120, Phase II Plan-Year Report Template as: (1) variances between planned and actual core initiative budget of 15 percent or greater; (2) variances between planned and preliminary core initiative total lifetime savings showing a decrease of 15 percent or greater; (3) variances between planned and preliminary core initiative total benefits showing a decrease of 15 percent or greater; and (4) variances between preliminary and evaluated core initiative total resource benefits showing a decrease of 15 percent or greater.

increases in energy efficiency for several measures in non-participating homes. Some of these measures included duct leakage, air leakage and ceiling insulation. These updates significantly decreased the total claimable benefits for the non-lighting low-rise portion of the residential new construction initiative.

In addition, a decrease in measure lives for lighting measures (per the evaluation methodology used, the Lighting Market Adoption Model and Lighting Worksheet) created lifetime MWh savings losses, which directly affect total resource benefits.

b. Program Cost-Effectiveness

The actual 2017 benefit-cost ratio for the Residential New Construction core initiative is 2.58. The projected benefit-cost ratio for the 2016-2018 plan term is 1.82 after accounting for actual results from 2016 and 2017.

2. Residential Multi-Family

a. Significant Variances

Preliminary lifetime savings are 21 percent lower than planned. This is due to lower-than-anticipated program participation (and corresponds with an under-spend in all budget categories.) This is also the reason for that preliminary total benefits are 24 percent lower than planned.

b. Program Cost-Effectiveness

The actual 2017 benefit-cost ratio for the Residential Multi-Family core initiative is 1.14. The projected benefit-cost ratio for the 2016-2018 plan term is 1.01 after accounting for actual results from 2016 and 2017.

3. Residential Home Energy Services

a. Significant Variances

Actual spending is 33 percent lower than planned for the Residential Home Energy Services core initiatives, primarily due to lower participation than planned. Demand for the program was depressed in part by mild winters and lower fuel prices. Additionally, money which had been budgeted for technological improvements was not spent as the decision was made to make those enhancements in the next term (2019-2021) instead.

b. Program Cost-Effectiveness

The actual 2017 benefit-cost ratio for the Residential Home Energy Services core initiative is 3.27. The projected benefit-cost ratio for the 2016-2018 plan term is 3.19 after accounting for actual results from 2016 and 2017.

4. Residential Behavior/Feedback

a. Significant Variances

There are no significant variances for this core initiative.

b. Program Cost-Effectiveness

The actual 2017 benefit-cost ratio for the Residential Behavior/Feedback core initiative is 2.73. The projected benefit-cost ratio for the 2016-2018 plan term is 2.37 after accounting for actual results from 2016 and 2017.

B. RESIDENTIAL PRODUCTS

The actual 2017 benefit-cost ratio for the Residential Products Program is 2.54. The projected benefit-cost ratio for the 2016-2018 plan term is 2.56 after accounting for actual results from 2016 and 2017.

1. Residential Heating & Cooling Equipment

a. Significant Variances

There are no significant variances for this core initiative.

b. Program Cost-Effectiveness

The actual 2017 benefit-cost ratio for the Residential Heating & Cooling core initiative is 1.34. The projected benefit-cost ratio for the 2016-2018 plan term is 1.15 after accounting for actual results from 2016 and 2017.

2. Residential Consumer Products

a. Significant Variances

There are no significant variances for this core initiative.

b. Program Cost-Effectiveness

The actual 2017 benefit-cost ratio for the Residential Consumer Products core initiative is 1.79. The projected benefit-cost ratio for the 2016-2018 plan term is 1.62 after accounting for actual results from 2016 and 2017.

3. Residential Lighting

a. Significant Variances

Significant variances exist between: (1) planned and actual program costs; and (2) between preliminary and evaluated total resource benefits. The primary reasons for such variances are:

(1) Planned and Actual Expenditures

Total program costs are 17 percent lower than planned due to under spending in several cost categories, but driven primarily by lower bulb prices than anticipated as the market rapidly changed and ENERGY STAR 2.0 LEDs were introduced, resulting in a significant under-spend on incentives in 2016. In 2017, incentive budget is slightly over-spent as the PAs ramped up efforts in this initiative and exceeded total unit sales goals.

(2) Preliminary and Evaluated Total Benefits

Evaluated total resource benefits are 29 percent lower than preliminary total resource benefits due to evaluation results. The method that the PAs use to calculate an adjusted measure life (see Appendix 4C, Study 17-6, Lighting Market Adoption Model and the Technical Reference Library) for residential lighting measures takes into account both regulatory and market conditions, both of which changed substantially from the time the final Plan was filed. The result is evaluated measure lives that are much shorter than planned, and a corresponding decrease in benefits.

After receiving the results of this evaluation, PAs ramped up efforts in this initiative and the Company is currently well over its annual savings goal.

b. Program Cost-Effectiveness

The actual 2017 benefit-cost ratio for the Residential Lighting core initiative is 2.76. The projected benefit-cost ratio for the 2016-2018 plan term is 2.91 after accounting for actual results from 2016 and 2017.

II. LOW-INCOME PROGRAMS

A. LOW-INCOME WHOLE HOUSE

The actual 2017 benefit-cost ratio for the Low-Income Whole House program is 2.09. The projected benefit-cost ratio for the 2016-2018 plan term is 1.87 after accounting for actual results from 2016 and 2017.

1. Low-Income Single Family Retrofit

a. Significant Variances

Total program costs are 17 percent lower than planned due to under-spending in all cost categories, driven primarily by decreased demand for the LISF program, partially due to mild winters and lower fuel prices. In the Eversource East territory, a percentage of the Single Family funding was reallocated to the Multi-Family program to satisfy the current needs of the Low Income retrofit sector as a whole.

b. Program Cost-Effectiveness

The actual 2017 benefit-cost ratio for the Low-Income Single Family core initiative is 3.03. The projected benefit-cost ratio for the 2016-2018 plan term is 2.65 after accounting for actual results from 2016 and 2017.

2. Low-Income Multi-Family Retrofit

a. Significant Variances

There are no significant variances for this core initiative.

b. Program Cost-Effectiveness

The actual 2017 benefit-cost ratio for the Low-Income Multi-Family core initiative is 1.32. The projected benefit-cost ratio for the 2016-2018 plan term is 1.21 after accounting for actual results from 2016 and 2017.

III. COMMERCIAL & INDUSTRIAL PROGRAMS

A. C&I NEW CONSTRUCTION

The actual 2017 benefit-cost ratio for the C&I New Construction program is 3.46. The projected benefit-cost ratio for the 2016-2018 plan term is 4.15 after accounting for actual results from 2016 and 2017.

1. C&I New Buildings & Major Renovations

a. Significant Variances

Actual spending is 36 percent lower than planned due to under-spending in all cost categories, driven primarily by lower production than anticipated. The Company also implemented changes to its approach to TA studies that created significant cost savings in the STAT category while providing the same value to the customers.

b. Program Cost-Effectiveness

The actual 2017 benefit-cost ratio for the C&I New Buildings & Major Renovations core initiative is 3.2. The projected benefit-cost ratio for the 2016-2018 plan term is 3.57 after accounting for actual results from 2016 and 2017.

2. C&I Initial Purchase & End of Useful Life

a. Significant Variances

A significant variance of 17 percent exists between planned and actual program costs due to greater production than expected. Specifically, the Company saw significantly increased production of HVAC rebates as a result of moving some equipment to an upstream approach. This increased spend corresponds to increased savings, and the initiative is currently well over its savings and benefits goals.

b. Program Cost-Effectiveness

The actual 2017 benefit-cost ratio for the C&I Initial Purchase & End of Useful Life core initiative is 3.81. The projected benefit-cost ratio for the 2016-2018 plan term is 4.77 after accounting for actual results from 2016 and 2017.

B. C&I RETROFIT

The actual 2017 benefit-cost ratio for the C&I Retrofit program is 3.24. The projected benefit-cost ratio for the 2016-2018 plan term is 3.03 after accounting for actual results from 2016 and 2017.

1. C&I Existing Building Retrofit

a. Significant Variances

Actual spending is 17 percent lower than planned. This is due to under-spending in all cost categories, and driven largely by changes to the Company's approach to TA studies that created significant cost savings in the STAT category while providing the same value to the customers.

b. Program Cost-Effectiveness

The actual 2017 benefit-cost ratio for the C&I Existing Building Retrofit core initiative is 3.43. The projected benefit-cost ratio for the 2016-2018 plan term is 3.28 after accounting for actual results from 2016 and 2017.

2. C&I Small Business

a. Significant Variances

There are no significant variances for this core initiative.

b. Program Cost-Effectiveness

The actual 2017 benefit-cost ratio for the C&I Small Business core initiative is 2.94. The projected benefit-cost ratio for the 2016-2018 plan term is 2.51 after accounting for actual results from 2016 and 2017.

3. C&I Multi-Family Retrofit

a. Significant Variances

A significant variance exists between (1) planned and preliminary lifetime savings; and (2) planned and preliminary total benefits. These variances are both due to reduced production of lighting measures compared to Plan in 2016. In 2017, production was on track with Plan.

(1) Planned and Preliminary Total Lifetime Savings

Preliminary total lifetime savings are 26 lower than planned. The primary reason for this variance is due to reduced production of lighting measures compared to Plan in 2016. In 2017, production was on track with Plan.

(2) Planned and Preliminary Total Benefits

Preliminary total benefits are 36 percent lower than planned. The variance between planned and preliminary total benefits is due to the deviations in lifetime savings, and thus is explained above.

b. Program Cost-Effectiveness

The actual 2017 benefit-cost ratio for the C&I Multi-Family core initiative is 1.98. The projected benefit-cost ratio for the 2016-2018 plan term is 1.74 after accounting for actual results from 2016 and 2017.

4. C&I Upstream Lighting

a. Significant Variances

Significant variances exist between (1) planned and actual program costs and (2) Preliminary and Evaluated Total Resource Benefits.

(1) Planned and Actual Expenditures

Actual spending is 17 percent lower than planned with under-spending in most cost categories, but especially in Participant Incentives, which is driven by lower-than-anticipated costs for linear LED measures. These products were new to the market during planning, and now that they have commercialized, costs have lowered quite a bit.

(2) Preliminary and Evaluated Total Resource Benefits

Preliminary total benefits are 19 percent lower than planned due to evaluation results (see Appendix 4C, Study 17-24, Impact Evaluation of PY2015 Massachusetts Commercial and Industrial Upstream Lighting Program). That study found lower delta watts, lower installation rates, and lower hours of use as compared to planned assumptions for screw-in product offerings. The PAs have taken steps to improve the installation rates seen through the program, and evaluation is planning to conduct follow-up research. The reductions to delta watts are a result of a changing market that increasingly includes efficient lighting in the baseline, and those changes will persist throughout the remainder of this term.

b. Program Cost-Effectiveness

The actual 2017 benefit-cost ratio for the C&I Upstream Lighting core initiative is 3.17. The projected benefit-cost ratio for the 2016-2018 plan term is 3.12 after accounting for actual results from 2016 and 2017.

APPENDIX 2

Benefit-Cost Ratio Screening Tool

Please see the CD-ROM accompanying this report for the Benefit-Cost Ratio Screening Tool in Microsoft Excel format.

APPENDIX 3

Statewide Technical Reference Manual – 2017 Report Version

Please see Statewide Appendix 3: Technical Reference Manual – 2017 Report Version, filed under separate cover. The electronic version, the Technical Reference Library, is available at: <http://www.masssavedata.com/Public/TechnicalReferenceLibrary>.

APPENDIX 4

Statewide Evaluation Studies Summary

Please see Statewide Evaluation Studies Summary, filed under separate cover.

APPENDIX 5

Performance Incentives

Please see the attached Performance Incentive calculation tables for calculations of performance incentives based on 2017 achievement.

2017 Energy Efficiency Performance Incentives (PI)
(\$2016)

Eversource Electric	Total	Comment
1 Plan Benefits	\$ 1,005,851,906	D.P.U. 15-160 through 15-169, Exh. Comm-1, App. R (updated December 21, 2015)
2 Threshold Benefits	\$ 754,388,930	Line 1 * 75%
3 Evaluated Benefits	\$ 1,015,221,566	Cost-Effectiveness (2016\$): Total Evaluated Benefits
4 Savings Payout Rate 2016 - 2018	\$ 0.0105518	D.P.U. 15-160 through 15-169, Exh. Comm-1, App. R (updated December 21, 2015)
5 Plan Savings Incentives	\$ 10,613,539	Line 1 * Line 4
6 Cap on Savings Incentives	\$ 13,266,924	Line 5 * 125%
7 Evaluated Savings Incentives	\$ 10,712,406	Line 3 * Line 4 if Line 3 is greater than or equal to Line 2. Otherwise, \$0.
8 Claimed Savings Incentives	\$ 10,712,406	Minimum of lines 6 and 7.
9 Plan Net Benefits Excluding PI	\$ 623,296,264	D.P.U. 15-160 through 15-169, Exh. Comm-1, App. R (updated December 21, 2015)
10 Threshold Benefits	\$ 467,472,198	Line 9 * 75%
11 Evaluated Total Costs	\$ 338,424,890	Cost-Effectiveness (2016\$): Total Resource Costs (which includes Line 12 below)
12 PI (included in Line 11)	\$ -	Estimated Performance Incentive before final
13 Evaluated Net Benefits Excluding PI	\$ 676,796,676	Line 3 - (Line 11 - Line 12)
14 Value Payout Rate 2016 - 2018	\$ 0.0109515	D.P.U. 15-160 through 15-169, Exh. Comm-1, App. R (updated December 21, 2015)
15 Plan Value Incentives	\$ 6,826,057	Line 9 * Line 14
16 Cap on Value Incentives	\$ 8,532,571	Line 15 * 125%
17 Evaluated Value Incentives	\$ 7,411,969	Line 13 * Line 14 if Line 13 is greater than or equal to Line 10. Otherwise, \$0.
18 Claimed Value Incentives	\$ 7,411,969	Minimum of lines 16 and 17.
19 Total Planned Performance Incentive (2016\$)	\$ 17,439,596	Line 5 + Line 15
20 Total Claimed Performance Incentive (2016\$)	\$ 18,124,375	Line 8 + Line 18
21 Percent Earned	104%	
22 Total Planned Performance Incentive (2017\$)	\$ 17,882,562	Inflating to 2017\$ using 2.54% discount rate --- Line 19 * (1+2.54%)
23 Total Claimed Performance Incentive (2017\$)	\$ 18,584,734	Inflating to 2017\$ using 2.54% discount rate --- Line 20 * (1+2.54%)

APPENDIX 6

Demand Reduction Update

APPENDIX 6

Demand Reduction Update

A. Statewide Summary

In the 2016-2018 Massachusetts Joint Statewide Three-Year Electric and Gas Energy Efficiency Plan (“Plan”) the Program Administrators committed to exploring creative new approaches to cost-effective demand reduction. These potential innovative approaches are in addition to the significant amount of demand savings planned to be achieved through energy efficiency programs in the 2016-2018 Three-Year Plan. See Plan at 19 (577 MW summer demand savings and 618 MW winter demand savings). Consistent with the Plan, in 2016 the Program Administrators assembled a Demand Savings Group (“DSG”) consisting of a small group of interested and qualified experts, to research potential electric and gas demand reduction efforts.

Through this highly collaborative and expert driven process, the Program Administrators have considered various approaches to demand demonstration projects, and coordinated with each other to examine various innovative technologies and approaches that could potentially be successfully deployed to address unique opportunities in the Commonwealth. Below is a brief summary of the efforts undertaken by the Program Administrators and DSG since the 2016 Plan-Year Report to investigate potential cost-effective approaches to achieve active demand reduction.

In 2016 and early 2017, the Program Administrators through the DSG and the Council’s Demand Reduction Subcommittee engaged in a highly collaborative process to investigate and analyze potential demand opportunities. As explained in the 2016 Plan Year Report, this work contributed to the development of several additional demonstration projects and the refinement of approved demonstrations. As such, the Program Administrators’ primary efforts throughout 2017 and the beginning of 2018 were implementing and reviewing the results of approved demonstration projects, as well on obtaining approval of new demonstration projects that will test a variety of technologies and strategies.

In the summer of 2017, some Program Administrators implemented approved demonstrations in both the Residential and Commercial & Industrial sectors. National Grid and Cape Light Compact ran a second summer of residential direct load control, targeting connected thermostats controlling cooling loads. Additionally, National Grid implemented the first summer of a C&I load curtailment demonstration offering.

In October 2017, the Department approved most of the proposed Eversource and Unitil demonstration projects (D.P.U. 16-178 and D.P.U. 16-184). The Compact is also awaiting a decision on its proposed demonstration projects (D.P.U. 17-84). The Program Administrators also continued to refine a methodology for assessing the cost-effectiveness of demand reduction programs.

The implemented demonstrations have culminated in the development of proposed new statewide, scalable active demand reduction offerings, which have been included as part of the Program Administrators' 2019-2021 Three-Year Plan. These residential and C&I offerings are modeled on the National Grid and Compact demand demonstration projects and are designed to be flexible, scalable, cost-effective, and allow for the adoption and incorporation of new innovative connected devices. For more details, please see the April 30, 2018 Three-Year Energy Efficiency Plan at 47-48, 75-76.

The Program Administrators also continue to collaborate on the implementation of the new Eversource and Unitil demonstration projects, which will be implemented in 2018 and 2019. Consistent with the Department's directives, the Program Administrators will report on the results of these demonstrations and collaboratively determine whether additional cost-effective active demand reduction offerings may be deployed. The Program Administrators anticipate deploying further statewide demand initiatives based on these demonstrations during the 2019-2021 Plan period.

B. Meetings and Presentations

In addition to the numerous informal and ad hoc meetings during 2017, the Program Administrators also participated in formal meetings of the Demand Reduction Subcommittee and the Council. Below is a list of meetings and presentations since the 2016 Plan-Year Report.

EEAC Meetings and Presentations

Date	Setting	Topic	Link
5/25/2017	Demand Reduction Subcommittee	2025 California DR Potential Study Presentation by LBNL	http://ma-eeac.org/wordpress/wp-content/uploads/2025-California-DR-Potential-Study-Presentation-1.pdf
5/25/2017	Demand Reduction Subcommittee	National Grid Demand Reduction Demonstration Project Update	http://ma-eeac.org/wordpress/wp-content/uploads/National-Grid-Demand-Reduction-Demonstration-Projects-Update.pdf
11/15/2017	EEAC	Program Administrator Demand Demonstration Update	http://ma-eeac.org/wordpress/wp-content/uploads/PA-Demand-Demonstration-Update.pdf

11/15/2017	EEAC	Eversource and Unitil Demonstration Orders Update	http://ma-eeac.org/wordpress/wp-content/uploads/Eversource-and-Unitil-DPU-Order-Update-11-15-17.pdf
11/15/2017	EEAC	Demand Considerations in PA Potential Studies	http://ma-eeac.org/wordpress/wp-content/uploads/Demand-in-Potential-Studies-11-15-17.pdf
11/15/2017	EEAC	Active Demand Reduction Cost-Effectiveness Considerations	http://ma-eeac.org/wordpress/wp-content/uploads/DR-Cost-Effectiveness_FINAL-11-14-17-1.pdf

C. PA-Specific Summary of Demand Reduction Demonstration Projects and Proposals

2017 Demonstration Projects

On October 30, 2017, the Department issued an Order in D.P.U. 16-178, authorizing NSTAR Electric Company and Western Massachusetts Electric Company, both d/b/a Eversource Energy (the “Company”) to pursue a set of demand demonstration projects. The Company’s proposed demonstration projects are geared towards lowering system peak demand, which typically occurs during the months of June, July, August, and September. As the budget was approved in late October, spending on these demonstration projects in 2017 was minimal and there were no associated savings. The funds expended in 2017 were primarily administrative costs in support of setting up contracts with the vendors that will be responsible for carrying out the demonstration projects during the cooling seasons of 2018 and 2019. The total spend in 2017 associated with these projects was \$13,250.55, all of which was for internal labor.

The Company acknowledges in the Order approving the demonstration projects that the Department outlined reporting requirements as follows:

In addition to these reports, the Company shall provide explicit data on its demonstration projects in all plan year and term reports filed with the Department. Such data shall include for each project: costs, benefits, variances, cost-effectiveness, as well as all other information Program Administrators are required to report for efficiency core initiatives and programs.

PA-Specific Presentations

Date	Setting	Topic	Link
3/15/2017	EEAC	Eversource Demand Reduction Demonstration Project Update	http://ma-eeac.org/wordpress/wp-content/uploads/Eversource-DR-Demonstration-Project-Update.pdf
2/23/2017	Demand Reduction Subcommittee	Eversource Demand Reduction Demonstration Project Update	http://ma-eeac.org/wordpress/wp-content/uploads/Eversource-Demand-Reduction-Demonstration-Project-Update.pdf

2018 Demonstration Projects

The Company anticipates that the bulk of the activity related to these projects will happen in 2018 and 2019. As such, the Company will include the data outlined by the Department in any subsequent plan year and term reports filed with the Department.