Settlement Agreement DE 17-136
Attachment A

Attachment A includes revised versions of the following Attachments from the 2018-2020 Statewide Energy Efficiency Plan that was filed with the Public Utilities Commission on September 1, 2017:

- Attachment E1, Eversource
- Attachment F1, Liberty Utilities, Electric
- Attachment G1, NH Electric Cooperative
- Attachment H1, Unitil Energy Systems
- Attachment I1, Liberty Utilities, Natural Gas
- Attachment J1, Northern Utilities

The revised attachments reflect the removal of ROP DRIPE from the Benefit Cost Test screening.

Program Cost-Effectiveness - 2018 PLAN

	Total Resource Benefit / Cost Ratio	Benefit ($000)	Utility Costs ($000)	Customer Costs ($000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
Residential Programs											
Home Energy Assistance	1.37	6,311.2	4,611.3	-	623.6	8,182.9	63.1	83.3	596	14,683.3	305,351.1
Energy Star Homes	1.95	4,567.5	1,603.2	738.6	717.4	15,281.0	86.9	159.1	592	7,782.0	182,905.5
Home Performance with Energy Star	1.63	6,616.4	2,415.7	1,634.7	348.9	4,919.2	50.8	57.8	572	16,650.1	333,422.6
Energy Star Products	1.64	7,446.6	3,235.1	1,299.2	8,217.1	61,094.5	2,208.8	996.3	92,546	2,545.6	36,794.8
Home Energy Reports	1.38	558.6	404.7	-	2,675.8	7,339.0	305.5	223.0	50,000	-	-
Res Customer Engagement Platform	0.00	-	237.2	-	-	-	-	-		-	-
ISO-NE Forward Capacity Market Expenses	0.00	-	48.0	-	-	-	-	-		-	-
Sub-Total Residential	**1.57**	**25,500.4**	**12,555.2**	**3,672.6**	**12,582.8**	**96,816.6**	**2,715.0**	**1,519.5**	**144,306**	**41,661.0**	**858,474.0**
Commercial, Industrial & Municipal											
Large Business Energy Solutions	2.36	42,850.1	7,292.0	10,838.5	35,375.7	476,514.8	4,767.9	3,702.7	420	-	-
Small Business Energy Solutions	1.74	15,567.0	4,184.6	4,775.4	11,667.6	155,410.3	1,344.3	1,774.9	556	-	-
Municipal Energy Solutions	1.40	5,437.4	1,456.6	2,419.4	3,905.2	55,118.0	854.5	278.0	56	3,442.8	51,642.3
C&I Customer Partnerships	0.00	-	25.3	-	-	-	-	-	-	-	-
Energy Rewards RFP Program	1.76	3,398.5	801.1	1,128.8	2,693.9	33,208.5	363.9	457.6	26	-	-
C&I Customer Engagement Platform	0.00	-	355.8	-	-	-	-	-	-	-	-
Education	0.00	-	290.7	-	-	-	-	-	-	-	-
ISO Forward Capacity Market Expenses	0.00	-	112.0	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	**2.00**	**67,253.1**	**14,517.9**	**19,162.1**	**53,642.4**	**720,251.7**	**7,330.6**	**6,213.0**	**1,058**	**3,442.8**	**51,642.3**
Smart Start	0.00	-	52.0	-	-	-	-	-	-	-	-
Total	**1.86**	**92,753.5**	**27,125.106**	**22,834.6**	**66,225.2**	**817,068.3**	**10,045.6**	**7,732.5**	**145,363**	**45,103.8**	**910,116.3**

Note: a 10% NEI adder is applied to total benefits excluding water.

Annual kWh Savings	66,225,236	83.4%	**kWh > 55%**	**Lifetime** kWh Savings	817,068,252	75.4%	**kWh > 55%**
Annual MMBTU Savings (in kWh)	13,218,613	16.6%		**Lifetime** MMBTU Savings (in kWh)	266,728,775	24.6%	
	79,443,849	100.0%			**1,083,797,027**	100.0%	

Present Value Benefits - 2018 PLAN

		CAPACITY				ENERGY									
	Total Benefits ($000)	Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Gas Benefit	Gas DRIPE	Other Fuels Benefit	Water Benefit	Other Non-Resource Benefit
Residential Programs															
Home Energy Assistance	$ 6,311	$ 168	$ -	$ 24	$ 95	$ 168	$ 179	$ 72	$ 72	$ 4	$ 264	$ 2	$ 4,689	$ -	$ 574
Energy Star Homes	$ 4,567	$ 430	$ -	$ 55	$ 225	$ 281	$ 360	$ 134	$ 150	$ 6	$ 444	$ 3	$ 2,049	$ 17	$ 414
Home Performance with Energy Star	$ 6,616	$ 117	$ -	$ 16	$ 65	$ 99	$ 111	$ 42	$ 44	$ 2	$ -	$ -	$ 5,519	$ -	$ 601
Energy Star Products	$ 7,447	$ 770	$ -	$ 142	$ 575	$ 1,532	$ 1,059	$ 642	$ 382	$ 46	$ 84	$ 1	$ 457	$ 1,189	$ 569
Home Energy Reports	$ 559	$ 43	$ -	$ 12	$ 48	$ 164	$ 130	$ 56	$ 45	$ 11	$ -	$ -	$ -	$ -	$ 51
Res Customer Engagement Platform	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
ISO-NE Forward Capacity Market Expenses	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Residential	**$ 25,500**	**$ 1,528**	**$ -**	**$ 249**	**$ 1,008**	**$ 2,243**	**$ 1,840**	**$ 946**	**$ 692**	**$ 69**	**$ 792**	**$ 6**	**$ 12,714**	$ 1,205	$ 2,209
Commercial/Industrial Programs															
Large Business Energy Solutions	$ 42,850	$ 5,268	$ -	$ 841	$ 3,410	$ 11,407	$ 10,448	$ 4,165	$ 3,178	$ 237	$ -	$ -	$ -	$ -	$ 3,895
Small Business Energy Solutions	$ 15,567	$ 2,542	$ -	$ 405	$ 1,643	$ 3,751	$ 2,774	$ 1,760	$ 1,201	$ 77	$ -	$ -	$ -	$ -	$ 1,415
Municipal Energy Solutions	$ 5,437	$ 389	$ -	$ 63	$ 254	$ 1,243	$ 1,309	$ 393	$ 413	$ 27	$ -	$ -	$ 853	$ -	$ 494
C&I Customer Partnerships	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Energy Rewards RFP Program	$ 3,399	$ 583	$ -	$ 97	$ 394	$ 695	$ 625	$ 375	$ 302	$ 17	$ -	$ -	$ -	$ -	$ 309
C&I Customer Engagement Platform	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Education	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
ISO Forward Capacity Market Expenses	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Commercial & Industrial	**$ 67,253**	**$ 8,782**	**$ -**	**$ 1,407**	**$ 5,701**	**$ 17,096**	**$ 15,155**	**$ 6,694**	**$ 5,094**	**$ 357**	**$ -**	**$ -**	**$ 853**	**$ -**	**$ 6,114**
Smart Start	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total	**$ 92,753**	**$ 10,310**	**$ -**	**$ 1,656**	**$ 6,709**	**$ 19,340**	**$ 16,995**	**$ 7,640**	**$ 5,786**	**$ 425**	**$ 792**	**$ 6**	**$ 13,567**	**$ 1,205**	**$ 8,323**

Performance Incentive Calculation
2018

	Planned	Actual
Commercial/Industrial Incentive		
1. Benefit/Cost Ratio	**1.95**	
2. Threshold Benefit / Cost Ratio [1]	1.00	
3. Lifetime kWh Savings	**720,251,656**	
4. Threshold Lifetime kWh Savings (65%) [2]	468,163,577	
5. Implementation Expenses	$14,517,940	
6. Benefit / Cost Percentage of Implementaton Expenses	2.75%	
7. Lifetime kWh Percentage of Implementation Expenses	2.75%	
8. Commercial & Industrial Performance Incentive	$798,487	
9. Maximum Commercial & Industrial Performance Incentive (6.875%)	$998,108	
Residential Incentive		
10. Benefit / Cost Ratio	**1.51**	
11. Threshold Benefit / Cost Ratio [1]	1.00	
12. Lifetime kWh Savings	**96,816,595**	
13. Threshold Lifetime kWh Savings (65%)	62,930,787	
14. Implementation Expenses	$12,555,165	
15. Benefit / Cost Percentage of Implementation Expenses	2.75%	
16. Lifetime kWh Percentage of Implementation Expenses	2.75%	
17. Residential Performance Incentive	$690,534	
18. Maximum Residential Performance Incentive (6.875%)	$863,168	
19. TOTAL PLANNED / EARNED INCENTIVE	**$1,489,021**	

Notes

1. Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.
2. Actual Lifetime kWh Savings for each sector must be greater than or equal to 65% of projected savings.
3. Benefit Cost ratios are Nominal$/Nominal$

Planned Versus Actual Benefit / Cost Ratio by Sector
2018

	Planned	Actual
Commercial & Industrial		
1. Benefits (Value) From Eligible Programs	$ 67,253,099	$ -
2. Implementation Expenses	$ 14,517,940	$ -
3. Customer Contribution	$ 19,162,068	$ -
4. Performance Incentive	$ 798,487	$ -
5. Total Costs	$ 34,478,495	$ -
6. Benefit/Cost Ratio - Commercial & Industrial Sector	**1.95**	
Residential		
7. Benefits (Value) From Eligible Programs	$ 25,500,399	$ -
8. Implementation Expenses	$ 12,555,165	$ -
9. Customer Contribution	$ 3,672,559	$ -
10. Performance Incentive	$ 690,534	$ -
11. Total Costs	$ 16,918,259	$ -
12. Benefit/Cost Ratio - Residential Sector	**1.51**	

Lifetime Energy Savings by Sector and Program
2018

	Lifetime kWh Savings	
	Planned	**Actual**
Commercial & Industrial		
Large Business Energy Solutions	476,514,834	
Small Business Energy Solutions	155,410,302	
Municipal Energy Solutions	55,117,998	
C&I Customer Partnerships	-	
Energy Rewards RFP Program	33,208,523	
C&I Customer Engagement Platform	-	
Education	-	
ISO Forward Capacity Market Expenses	-	
Total Commercial & Industrial	**720,251,656**	
Residential		
Home Energy Assistance	8,182,914	
Energy Star Homes	15,280,986	
Home Performance with Energy Star	4,919,151	
Energy Star Products	61,094,527	
Home Energy Reports	7,339,017	
Res Customer Engagement Platform	-	
ISO-NE Forward Capacity Market Expenses	-	
Total Residential	**96,816,595**	

Program Cost-Effectiveness - 2019 PLAN

	Total Resource Benefit / Cost Ratio	Benefit ($000)	Utility Costs ($000)	Customer Costs ($000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
Residential Programs											
Home Energy Assistance	1.45	8,615.6	5,960.1	-	823.8	10,921.9	83.7	111.5	800	19,721.5	410,125.2
Energy Star Homes	2.15	6,721.9	2,105.5	1,024.0	971.5	21,106.9	112.9	218.5	822	10,813.4	254,155.0
Home Performance with Energy Star	1.82	12,508.1	3,935.2	2,931.1	578.4	8,579.0	81.3	100.4	1,025	29,826.9	597,290.3
Energy Star Products	1.70	7,950.8	3,383.9	1,280.0	7,991.3	61,242.4	2,128.0	977.3	108,633	2,709.0	39,246.5
Home Energy Reports	1.53	1,341.8	876.3	-	5,933.6	16,274.5	677.4	494.5	105,000	-	-
Res Customer Engagement Platform	0.00	-	246.7	-	-	-	-	-		-	-
ISO-NE Forward Capacity Market Expenses	0.00	-	48.0	-	-	-	-	-		-	-
Sub-Total Residential	**1.70**	**37,138.2**	**16,555.8**	**5,235.1**	**16,298.6**	**118,124.7**	**3,083.2**	**1,902.0**	**216,280**	**63,070.8**	**1,300,816.9**
Commercial, Industrial & Municipal											
Large Business Energy Solutions	2.34	56,725.7	9,477.4	14,734.2	44,385.5	597,820.3	5,984.6	4,647.2	573	-	-
Small Business Energy Solutions	1.79	21,218.6	5,422.7	6,460.5	14,994.0	199,718.4	1,748.6	2,304.6	777	-	-
Municipal Energy Solutions	1.38	5,368.8	1,456.6	2,421.2	3,599.5	50,802.4	787.6	256.2	56	3,442.8	51,642.3
C&I Customer Partnerships	0.00	-	33.3	-	-	-	-	-	-	-	-
Energy Rewards RFP Program	1.77	5,617.5	1,263.2	1,906.2	4,205.4	51,840.7	568.1	714.3	44	-	-
C&I Customer Engagement Platform	0.00	-	370.0	-	-	-	-	-	-	-	-
Education	0.00	-	316.5	-	-	-	-	-	-	-	-
ISO Forward Capacity Market Expenses	0.00	-	112.0	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	**2.02**	**88,930.6**	**18,451.8**	**25,522.1**	**67,184.4**	**900,181.8**	**9,088.9**	**7,922.3**	**1,450**	**3,442.8**	**51,642.3**
Smart Start	0.00	-	52.0	-	-	-	-	-	-	-	-
Total	**1.92**	**126,068.8**	**35,059.6**	**30,757.2**	**83,483.0**	**1,018,306.4**	**12,172.1**	**9,824.3**	**217,730**	**66,513.6**	**1,352,459.2**

Note: a 10% NEI adder is applied to total benefits excluding water.

Annual kWh Savings	83,483,038	81.1%	**kWh > 55%**	**Lifetime** kWh Savings	1,018,306,444	72.0%	**kWh > 55%**
Annual MMBTU Savings (in kWh)	19,493,217	18.9%		**Lifetime** MMBTU Savings (in kWh)	396,366,686	36.6%	
	102,976,255	100.0%			**1,414,673,129**	108.6%	

Present Value Benefits - 2019 PLAN

		CAPACITY				ENERGY									
	Total Benefits ($000)	Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Gas Benefit	Gas DRIPE	Other Fuels Benefit	Water Benefit	Other Non-Resource Benefit
Residential Programs															
Home Energy Assistance	$ 8,616	$ 241	$ -	$ 32	$ 130	$ 235	$ 253	$ 104	$ 103	$ 4	$ 369	$ 2	$ 6,360	$ -	$ 783
Energy Star Homes	$ 6,722	$ 630	$ -	$ 78	$ 316	$ 404	$ 521	$ 198	$ 220	$ 6	$ 641	$ 3	$ 3,073	$ 24	$ 609
Home Performance with Energy Star	$ 12,508	$ 221	$ -	$ 29	$ 118	$ 180	$ 206	$ 78	$ 82	$ 3	$ -	$ -	$ 10,455	$ -	$ 1,137
Energy Star Products	$ 7,951	$ 857	$ -	$ 145	$ 587	$ 1,628	$ 1,146	$ 703	$ 420	$ 30	$ 93	$ 1	$ 520	$ 1,207	$ 613
Home Energy Reports	$ 1,342	$ 104	$ -	$ 27	$ 108	$ 396	$ 314	$ 142	$ 114	$ 15	$ -	$ -	$ -	$ -	$ 122
Res Customer Engagement Platform	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
ISO-NE Forward Capacity Market Expenses	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Residential	**$ 37,138**	**$ 2,053**	**$ -**	**$ 311**	**$ 1,258**	**$ 2,843**	**$ 2,440**	**$ 1,224**	**$ 938**	**$ 58**	**$ 1,104**	**$ 6**	**$ 20,407**	$ 1,231	$ 3,264
Commercial/Industrial Programs															
Large Business Energy Solutions	$ 56,726	$ 7,227	$ -	$ 1,073	$ 4,346	$ 15,029	$ 13,790	$ 5,625	$ 4,267	$ 213	$ -	$ -	$ -	$ -	$ 5,157
Small Business Energy Solutions	$ 21,219	$ 3,616	$ -	$ 535	$ 2,168	$ 5,063	$ 3,751	$ 2,434	$ 1,651	$ 71	$ -	$ -	$ -	$ -	$ 1,929
Municipal Energy Solutions	$ 5,369	$ 393	$ -	$ 59	$ 238	$ 1,202	$ 1,268	$ 390	$ 407	$ 18	$ -	$ -	$ 907	$ -	$ 488
C&I Customer Partnerships	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Energy Rewards RFP Program	$ 5,618	$ 1,001	$ -	$ 154	$ 625	$ 1,142	$ 1,029	$ 630	$ 505	$ 19	$ -	$ -	$ -	$ -	$ 511
C&I Customer Engagement Platform	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Education	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
ISO Forward Capacity Market Expenses	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Commercial & Industrial	**$ 88,931**	**$ 12,237**	**$ -**	**$ 1,821**	**$ 7,378**	**$ 22,436**	**$ 19,838**	**$ 9,079**	**$ 6,830**	**$ 321**	**$ -**	**$ -**	**$ 907**	**$ -**	**$ 8,085**
Smart Start	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total	**$ 126,069**	**$ 14,290**	**$ -**	**$ 2,131**	**$ 8,636**	**$ 25,280**	**$ 22,279**	**$ 10,303**	**$ 7,768**	**$ 378**	**$ 1,104**	**$ 6**	**$ 21,314**	**$ 1,231**	**$ 11,349**

Performance Incentive Calculation
2019

	Planned	Actual
Commercial/Industrial Incentive		
1. Benefit/Cost Ratio	**1.98**	
2. Threshold Benefit / Cost Ratio [1]	1.00	
3. Lifetime kWh Savings	**900,181,776**	
4. Threshold Lifetime kWh Savings (65%) [2]	585,118,154	
5. Implementation Expenses	$18,451,798	
6. Benefit / Cost Percentage of Implementaton Expenses	2.75%	
7. Lifetime kWh Percentage of Implementation Expenses	2.75%	
8. Commercial & Industrial Performance Incentive	$1,014,849	
9. Maximum Commercial & Industrial Performance Incentive (6.875%)	$1,268,561	
Residential Incentive		
10. Benefit / Cost Ratio	**1.64**	
11. Threshold Benefit / Cost Ratio [1]	1.00	
12. Lifetime kWh Savings	**118,124,668**	
13. Threshold Lifetime kWh Savings (65%)	76,781,034	
14. Implementation Expenses	$16,555,825	
15. Benefit / Cost Percentage of Implementation Expenses	2.75%	
16. Lifetime kWh Percentage of Implementation Expenses	2.75%	
17. Residential Performance Incentive	$910,570	
18. Maximum Residential Performance Incentive (6.875%)	$1,138,213	
19. TOTAL PLANNED / EARNED INCENTIVE	**$1,925,419**	

Notes

1. Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.
2. Actual Lifetime kWh Savings for each sector must be greater than or equal to 65% of projected savings.
3. Benefit Cost ratios are Nominal$/Nominal$

Planned Versus Actual Benefit / Cost Ratio by Sector
2019

		Planned		Actual
Commercial & Industrial				
1.	Benefits (Value) From Eligible Programs	$ 88,930,595	$	-
2.	Implementation Expenses	$ 18,451,798	$	-
3.	Customer Contribution	$ 25,522,107	$	-
4.	Performance Incentive	$ 1,014,849	$	-
5.	Total Costs	$ 44,988,754	$	-
6.	Benefit/Cost Ratio - Commercial & Industrial Sector	**1.98**		
Residential				
7.	Benefits (Value) From Eligible Programs	$ 37,138,183	$	-
8.	Implementation Expenses	$ 16,555,825	$	-
9.	Customer Contribution	$ 5,235,082	$	-
10.	Performance Incentive	$ 910,570	$	-
11.	Total Costs	$ 22,701,477	$	-
12.	Benefit/Cost Ratio - Residential Sector	**1.64**		

Lifetime Energy Savings by Sector and Program
2019

	Lifetime kWh Savings	
	Planned	**Actual**
Commercial & Industrial		
Large Business Energy Solutions	597,820,312	
Small Business Energy Solutions	199,718,416	
Municipal Energy Solutions	50,802,397	
C&I Customer Partnerships	-	
Energy Rewards RFP Program	51,840,651	
C&I Customer Engagement Platform	-	
Education	-	
ISO Forward Capacity Market Expenses	-	
Total Commercial & Industrial	**900,181,776**	
Residential		
Home Energy Assistance	10,921,950	
Energy Star Homes	21,106,853	
Home Performance with Energy Star	8,579,038	
Energy Star Products	61,242,368	
Home Energy Reports	16,274,459	
Res Customer Engagement Platform	-	
ISO-NE Forward Capacity Market Expenses	-	
Total Residential	**118,124,668**	

Program Cost-Effectiveness - 2020 PLAN

	Total Resource Benefit / Cost Ratio	Benefit ($000)	Utility Costs ($000)	Customer Costs ($000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
Residential Programs											
Home Energy Assistance	1.55	12,287.1	7,927.6	-	1,102.645	14,764.9	112.4	151.1	1,088	26,820.9	557,763.7
Energy Star Homes	2.32	10,135.6	2,889.9	1,476.3	1,365.880	30,287.9	151.5	311.6	1,187	15,610.9	366,914.3
Home Performance with Energy Star	1.97	20,692.7	5,890.3	4,621.9	837.860	13,150.6	112.8	153.1	1,615	46,998.6	941,157.4
Energy Star Products	1.71	9,028.3	3,767.6	1,503.2	6,921.514	61,441.3	1,730.4	885.8	107,529	3,517.2	51,022.7
Home Energy Reports	1.81	2,947.1	1,628.8	-	11,900.800	32,641.1	1,358.5	991.7	190,000	-	-
Res Customer Engagement Platform	0.00	-	256.6	-	-	-	-	-		-	-
ISO-NE Forward Capacity Market Expenses	0.00	-	48.0	-	-	-	-	-		-	-
Sub-Total Residential	**1.84**	**55,090.7**	**22,408.8**	**7,601.4**	**22,128.7**	**152,285.8**	**3,465.7**	**2,493.4**	**301,418**	**92,947.6**	**1,916,858.0**
Commercial, Industrial & Municipal											
Large Business Energy Solutions	2.32	77,288.5	12,710.1	20,600.1	57,341.3	772,290.6	7,732.7	6,004.4	801	-	-
Small Business Energy Solutions	1.78	29,315.1	7,269.2	9,179.7	19,599.0	261,055.5	2,285.6	3,012.4	1,099	-	-
Municipal Energy Solutions	1.36	5,231.3	1,456.6	2,379.8	3,267.0	46,110.3	714.8	232.5	55	3,442.8	51,642.3
C&I Customer Partnerships	0.00	-	44.7	-	-	-	-	-	-	-	-
Energy Rewards RFP Program	1.77	8,423.2	1,837.3	2,920.6	5,948.6	73,328.5	803.6	1,010.3	68	-	-
C&I Customer Engagement Platform	0.00	-	384.8	-	-	-	-	-	-	-	-
Education	0.00	-	357.7	-	-	-	-	-	-	-	-
ISO Forward Capacity Market Expenses	0.00	-	112.0	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	**2.03**	**120,258.1**	**24,172.4**	**35,080.3**	**86,155.9**	**1,152,784.9**	**11,536.7**	**10,259.7**	**2,024**	**3,442.8**	**51,642.3**
Smart Start	0.00	-	52.0	-	-	-	-	-	-	-	-
Total	**1.96**	**175,348.8**	**46,633.173**	**42,681.7**	**108,284.6**	**1,305,070.7**	**15,002.4**	**12,753.1**	**303,442**	**96,390.5**	**1,968,500.4**

Note: a 10% NEI adder is applied to total benefits excluding water.

Annual kWh Savings	108,284,569	79.3%	**kWh > 55%**	**Lifetime** kWh Savings	1,305,070,729	69.3%	**kWh > 55%**
Annual MMBTU Savings (in kWh)	28,249,258	20.7%		**Lifetime** MMBTU Savings (in kWh)	576,910,531	53.2%	
	136,533,827	100.0%			**1,881,981,260**	122.6%	

Present Value Benefits - 2020 PLAN

		CAPACITY				ENERGY									
	Total Benefits ($000)	Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Gas Benefit	Gas DRIPE	Other Fuels Benefit	Water Benefit	Other Non-Resource Benefit
Residential Programs															
Home Energy Assistance	$ 12,287	$ 354	$ -	$ 44	$ 179	$ 332	$ 358	$ 150	$ 148	$ 4	$ 516	$ 2	$ 9,082	$ -	$ 1,117
Energy Star Homes	$ 10,136	$ 965	$ -	$ 114	$ 462	$ 601	$ 782	$ 302	$ 333	$ 7	$ 951	$ 4	$ 4,661	$ 35	$ 918
Home Performance with Energy Star	$ 20,693	$ 372	$ -	$ 46	$ 186	$ 285	$ 334	$ 126	$ 134	$ 3	$ -	$ -	$ 17,324	$ -	$ 1,881
Energy Star Products	$ 9,028	$ 1,026	$ -	$ 150	$ 610	$ 1,674	$ 1,283	$ 745	$ 465	$ 20	$ 124	$ 1	$ 717	$ 1,533	$ 681
Home Energy Reports	$ 2,947	$ 264	$ -	$ 54	$ 219	$ 864	$ 682	$ 321	$ 255	$ 21	$ -	$ -	$ -	$ -	$ 268
Res Customer Engagement Platform	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
ISO-NE Forward Capacity Market Expenses	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Residential	**$ 55,091**	**$ 2,981**	**$ -**	**$ 409**	**$ 1,656**	**$ 3,757**	**$ 3,439**	**$ 1,644**	**$ 1,335**	**$ 55**	**$ 1,591**	**$ 6**	**$ 31,784**	$ 1,567	$ 4,866
Commercial/Industrial Programs															
Large Business Energy Solutions	$ 77,289	$ 10,342	$ -	$ 1,407	$ 5,703	$ 20,311	$ 18,662	$ 7,776	$ 5,850	$ 212	$ -	$ -	$ -	$ -	$ 7,026
Small Business Energy Solutions	$ 29,315	$ 5,232	$ -	$ 710	$ 2,878	$ 6,925	$ 5,138	$ 3,405	$ 2,290	$ 72	$ -	$ -	$ -	$ -	$ 2,665
Municipal Energy Solutions	$ 5,231	$ 396	$ -	$ 54	$ 219	$ 1,140	$ 1,205	$ 379	$ 392	$ 12	$ -	$ -	$ 958	$ -	$ 476
C&I Customer Partnerships	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Energy Rewards RFP Program	$ 8,423	$ 1,582	$ -	$ 222	$ 898	$ 1,693	$ 1,527	$ 955	$ 759	$ 21	$ -	$ -	$ -	$ -	$ 766
C&I Customer Engagement Platform	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Education	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
ISO Forward Capacity Market Expenses	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Commercial & Industrial	**$ 120,258**	**$ 17,552**	**$ -**	**$ 2,393**	**$ 9,699**	**$ 30,069**	**$ 26,532**	**$ 12,514**	**$ 9,291**	**$ 317**	**$ -**	**$ -**	**$ 958**	**$ -**	**$ 10,933**
Smart Start	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total	**$ 175,349**	**$ 20,533**	**$ -**	**$ 2,802**	**$ 11,355**	**$ 33,826**	**$ 29,972**	**$ 14,158**	**$ 10,626**	**$ 372**	**$ 1,591**	**$ 6**	**$ 32,742**	**$ 1,567**	**$ 15,798**

Performance Incentive Calculation
2020

	Planned	Actual
Commercial/Industrial Incentive		
1. Benefit/Cost Ratio	**1.99**	
2. Threshold Benefit / Cost Ratio [1]	1.00	
3. Lifetime kWh Savings	**1,152,784,928**	
4. Threshold Lifetime kWh Savings (65%) [2]	749,310,203	
5. Implementation Expenses	$24,172,371	
6. Benefit / Cost Percentage of Implementaton Expenses	2.75%	
7. Lifetime kWh Percentage of Implementation Expenses	2.75%	
8. Commercial & Industrial Performance Incentive	$1,329,480	
9. Maximum Commercial & Industrial Performance Incentive (6.875%)	$1,661,851	
Residential Incentive		
10. Benefit / Cost Ratio	**1.76**	
11. Threshold Benefit / Cost Ratio [1]	1.00	
12. Lifetime kWh Savings	**152,285,801**	
13. Threshold Lifetime kWh Savings (65%)	98,985,771	
14. Implementation Expenses	$22,408,802	
15. Benefit / Cost Percentage of Implementation Expenses	2.75%	
16. Lifetime kWh Percentage of Implementation Expenses	2.75%	
17. Residential Performance Incentive	$1,232,484	
18. Maximum Residential Performance Incentive (6.875%)	$1,540,605	
19. TOTAL PLANNED / EARNED INCENTIVE	**$2,561,965**	

Notes

1. Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.
2. Actual Lifetime kWh Savings for each sector must be greater than or equal to 65% of projected savings.
3. Benefit Cost ratios are Nominal$/Nominal$

Planned Versus Actual Benefit / Cost Ratio by Sector
2020

	Planned	Actual
Commercial & Industrial		
1. Benefits (Value) From Eligible Programs	$ 120,258,062	$ -
2. Implementation Expenses	$ 24,172,371	$ -
3. Customer Contribution	$ 35,080,287	$ -
4. Performance Incentive	$ 1,329,480	$ -
5. Total Costs	$ 60,582,138	$ -
6. Benefit/Cost Ratio - Commercial & Industrial Sector	**1.99**	
Residential		
7. Benefits (Value) From Eligible Programs	$ 55,090,729	$ -
8. Implementation Expenses	$ 22,408,802	$ -
9. Customer Contribution	$ 7,601,422	$ -
10. Performance Incentive	$ 1,232,484	$ -
11. Total Costs	$ 31,242,708	$ -
12. Benefit/Cost Ratio - Residential Sector	**1.76**	

Lifetime Energy Savings by Sector and Program
2020

	Lifetime kWh Savings	
	Planned	**Actual**
Commercial & Industrial		
Large Business Energy Solutions	772,290,598	
Small Business Energy Solutions	261,055,502	
Municipal Energy Solutions	46,110,305	
C&I Customer Partnerships	-	
Energy Rewards RFP Program	73,328,524	
C&I Customer Engagement Platform	-	
Education	-	
ISO Forward Capacity Market Expenses	-	
Total Commercial & Industrial	**1,152,784,928**	
Residential		
Home Energy Assistance	14,764,868	
Energy Star Homes	30,287,937	
Home Performance with Energy Star	13,150,637	
Energy Star Products	61,441,286	
Home Energy Reports	32,641,074	
Res Customer Engagement Platform	-	
ISO-NE Forward Capacity Market Expenses	-	
Total Residential	**152,285,801**	

Program Cost-Effectiveness - 2018 PLAN

	Total Resource Benefit / Cost Ratio	Benefits ($000)	Utility Costs ($000)	Customer Costs ($000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
Residential Programs											
Home Energy Assistance	1.44	$ 771.1	$ 536.9	$ -	73.8	1,082.2	7.6	11.9	48	1,513.477	33,195.3
Energy Star Homes	1.96	$ 409.8	$ 162.2	$ 47.3	68.4	1,504.9	6.4	14.9	47	533.2	12,621.4
Home Performance with Energy Star	2.01	$ 690.4	$ 210.3	$ 132.4	43.9	728.5	4.5	8.1	42	1,530.0	32,008.6
Energy Star Products	1.70	$ 511.5	$ 228.3	$ 72.1	687.8	4,546.9	182.2	82.8	7,579	127.4	1,832.8
Home Energy Reports	1.01	$ 148.2	$ 147.0	$ -	760.0	2,000.0	86.8	63.3	12,000	-	-
ISO-NE Forward Capacity Market Expenses	0.00	$ -	$ 19.5	$ -	-	-	-	-	-	-	-
Sub-Total Residential	**1.63**	**$ 2,531.0**	**$ 1,304.2**	**$ 251.8**	**1,633.9**	**9,862.5**	**287.5**	**181.1**	**19,717**	**3,704.0**	**79,658.1**
Commercial, Industrial & Municipal											
Large Business Energy Solutions	2.38	$ 4,209.9	$ 912.7	$ 852.8	3,363.0	46,385.5	306.0	366.5	28	-	-
Small Business Energy Solutions	1.73	$ 2,615.2	$ 696.0	$ 816.3	2,058.7	27,944.8	185.2	247.5	74	-	-
Municipal Energy Solutions	1.72	$ 438.5	$ 167.8	$ 86.9	303.8	4,379.7	30.0	38.8	29	39.6	988.8
C&I Education	0.00	$ -	$ 32.8	$ -	-	-	-	-	-	-	-
ISO Forward Capacity Market Expenses	0.00	$ -	$ 45.5	$ -	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	**2.01**	**$ 7,263.6**	**$ 1,854.7**	**$ 1,756.0**	**5,725.6**	**78,710.0**	**521.2**	**652.8**	**132**	**39.6**	**988.8**
Total	**1.90**	**$ 9,794.7**	**$ 3,158.9**	**$ 2,007.9**	**7,359.5**	**88,572.6**	**808.7**	**833.9**	**19,848**	**3,743.6**	**80,646.9**

Annual kWh Savings	7,359,496	87.0%	**kWh > 55%**	**Lifetime** kWh Savings	88,572,551	78.9%	**kWh > 55%**
Annual MMBTU Savings (in kWh)	1,097,134	13.0%		**Lifetime** MMBTU Savings (in kWh)	23,635,263	21.1%	
	8,456,630	100.0%			**112,207,815**	100.0%	

Present Value Benefits - 2018 PLAN

		CAPACITY				ENERGY									
	Total Benefits ($000)	Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Gas Benefits	Gas DRIPE	Other Fuels Benefits	Water Benefits	Other Non-Resource Benefits
Residential Programs															
Home Energy Assistance	$ 771.1	$ 25.4	$ -	$ 3.5	$ 14.2	$ 21.3	$ 24.4	$ 9.4	$ 9.9	$ 0.5	$ -	$ -	$ 592.4	$ -	$ 70.1
Energy Star Homes	$ 409.8	$ 42.4	$ -	$ 5.4	$ 22.0	$ 27.6	$ 35.5	$ 13.2	$ 14.8	$ 0.5	$ 0.1	$ 0.0	$ 209.7	$ 1.5	$ 37.1
Home Performance with Energy Star	$ 690.4	$ 18.4	$ -	$ 2.5	$ 10.1	$ 14.1	$ 17.0	$ 6.1	$ 6.8	$ 0.3	$ -	$ -	$ 552.5	$ -	$ 62.8
Energy Star Products	$ 511.5	$ 54.3	$ -	$ 10.7	$ 43.3	$ 112.4	$ 73.1	$ 49.7	$ 30.4	$ 3.7	$ 4.3	$ 0.0	$ 22.6	$ 66.7	$ 40.4
Home Energy Reports	$ 148.2	$ 10.0	$ -	$ 3.2	$ 13.1	$ 43.7	$ 34.7	$ 14.7	$ 11.9	$ 3.3	$ -	$ -	$ -	$ -	$ 13.5
ISO-NE Forward Capacity Market Expenses	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Residential	**$ 2,531.0**	**$ 150.4**	**$ -**	**$ 25.3**	**$ 102.7**	**$ 219.1**	**$ 184.7**	**$ 93.2**	**$ 73.8**	**$ 8.4**	**$ 4.3**	**$ 0.0**	**$ 1,377.0**	**$ 68.2**	**$ 223.9**
Commercial/Industrial Programs															
Large Business Energy Solutions	$ 4,209.9	$ 540.5	$ -	$ 85.2	$ 345.3	$ 1,107.4	$ 885.9	$ 483.8	$ 356.6	$ 22.4	$ -	$ -	$ -	$ -	$ 382.7
Small Business Energy Solutions	$ 2,615.2	$ 365.6	$ -	$ 57.6	$ 233.4	$ 676.4	$ 494.4	$ 320.1	$ 216.5	$ 13.6	$ -	$ -	$ -	$ -	$ 237.7
Municipal Energy Solutions	$ 438.5	$ 62.2	$ -	$ 9.5	$ 38.5	$ 110.5	$ 77.1	$ 50.1	$ 31.5	$ 2.1	$ -	$ -	$ 17.1	$ -	$ 39.9
C&I Education	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
ISO Forward Capacity Market Expenses	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Commercial & Industrial	**$ 7,263.6**	**$ 968.3**	**$ -**	**$ 152.3**	**$ 617.2**	**$ 1,894.3**	**$ 1,457.4**	**$ 854.0**	**$ 604.6**	**$ 38.1**	**$ -**	**$ -**	**$ 17.1**	**$ -**	**$ 660.3**
Total	**$ 9,794.7**	**$ 1,118.7**	**$ -**	**$ 177.6**	**$ 719.9**	**$ 2,113.4**	**$ 1,642.1**	**$ 947.2**	**$ 678.4**	**$ 46.5**	**$ 4.3**	**$ 0.0**	**$ 1,394.1**	**$ 68.2**	**$ 884.2**

Performance Incentive Calculation
2018

	Planned	Actual
Commercial/Industrial Incentive		
1. Benefit/Cost Ratio	**1.96**	
2. Threshold Benefit / Cost Ratio [1]	1.00	
3. Lifetime kWh Savings	**78,710,032**	
4. Threshold Lifetime kWh Savings (65%) [2]	51,161,521	
5. Implementation Expenses	$1,854,712	
6. Benefit / Cost Percentage of Implementaton Expenses	2.75%	
7. Lifetime kWh Percentage of Implementation Expenses	2.75%	
8. Commercial & Industrial Performance Incentive	$102,009	
9. Maximum Commercial & Industrial Performance Incentive (6.875%)	$127,511	
Residential Incentive		
10. Benefit / Cost Ratio	**1.55**	
11. Threshold Benefit / Cost Ratio [1]	1.00	
12. Lifetime kWh Savings	**9,862,520**	
13. Threshold Lifetime kWh Savings (65%)	6,410,638	
14. Implementation Expenses	$1,304,218	
15. Benefit / Cost Percentage of Implementation Expenses	2.75%	
16. Lifetime kWh Percentage of Implementation Expenses	2.75%	
17. Residential Performance Incentive	$71,732	
18. Maximum Residential Performance Incentive (6.875%)	$89,665	
19. TOTAL PLANNED / EARNED INCENTIVE	**$173,741**	

Notes

1. Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.
2. Actual Lifetime kWh Savings for each sector must be greater than or equal to 65% of projected savings.

Planned Versus Actual Benefit / Cost Ratio by Sector
2018

		Planned		Actual
Commercial & Industrial				
1. Benefits (Value) From Eligible Programs	$	7,263,604	$	-
2. Implementation Expenses	$	1,854,712	$	-
3. Customer Contribution	$	1,756,042	$	-
4. Performance Incentive	$	102,009	$	-
5. Total Costs	$	3,712,764	$	-
6. Benefit/Cost Ratio - Commercial & Industrial Sector		**1.96**		
Residential				
7. Benefits (Value) From Eligible Programs	$	2,531,049	$	-
8. Implementation Expenses	$	1,304,218	$	-
9. Customer Contribution	$	251,832	$	-
10. Performance Incentive	$	71,732	$	-
11. Total Costs	$	1,627,781	$	-
12. Benefit/Cost Ratio - Residential Sector		**1.55**		

Lifetime Energy Savings by Sector and Program
2018

	Lifetime kWh Savings	
	Planned	**Actual**
Commercial & Industrial		
Large Business Energy Solutions	46,385,506	
Small Business Energy Solutions	27,944,848	
Municipal Energy Solutions	4,379,678	
Total Commercial & Industrial	**78,710,032**	
Residential		
Home Energy Assistance	1,082,238	
Energy Star Homes	1,504,887	
Home Performance with Energy Star	728,513	
Energy Star Products	4,546,882	
Home Energy Reports	2,000,000	
Total Residential	**9,862,520**	

Program Cost-Effectiveness - 2019 PLAN

	Total Resource Benefit / Cost Ratio	Benefits ($000)	Utility Costs ($000)	Customer Costs ($000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
Residential Programs											
Home Energy Assistance	1.46	$ 992.2	$ 679.6	$ -	79.8	1,283.0	9.0	14.7	60	1,886.1	41,378.1
Energy Star Homes	2.27	$ 640.4	$ 223.3	$ 58.8	94.4	2,122.5	10.5	21.6	62	803.9	19,032.9
Home Performance with Energy Star	2.10	$ 1,000.8	$ 289.4	$ 186.5	55.3	935.1	6.9	10.8	58	2,117.1	44,288.3
Energy Star Products	2.12	$ 770.0	$ 314.2	$ 48.8	1,004.8	6,559.2	269.0	121.7	14,111	179.1	2,589.5
Home Energy Reports	1.10	$ 142.2	$ 129.3	$ -	540.0	1,600.0	86.8	63.3	12,000	-	-
ISO-NE Forward Capacity Market Expenses	0.00	$ -	$ 19.5	$ -	-	-	-	-	-	-	-
Sub-Total Residential	**1.82**	**$ 3,545.5**	**$ 1,655.3**	**$ 294.1**	**1,774.3**	**12,499.7**	**382.2**	**232.0**	**26,291**	**4,986.2**	**107,288.7**
Commercial, Industrial & Municipal											
Large Business Energy Solutions	2.45	$ 5,556.7	$ 1,150.0	$ 1,118.8	4,201.5	57,792.2	389.9	464.5	36	-	-
Small Business Energy Solutions	1.84	$ 3,775.2	$ 937.0	$ 1,115.1	2,804.6	38,113.0	254.9	339.5	100	-	-
Municipal Energy Solutions	1.82	$ 463.5	$ 167.0	$ 87.6	302.5	4,346.2	29.8	38.5	32	49.0	1,226.1
C&I Education	0.00	$ -	$ 42.6	$ -	-	-	-	-	-	-	-
ISO Forward Capacity Market Expenses	0.00	$ -	$ 45.5	$ -	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	**2.10**	**$ 9,795.5**	**$ 2,342.1**	**$ 2,321.5**	**7,308.6**	**100,251.4**	**674.6**	**842.5**	**167**	**49.0**	**1,226.1**
Total	**2.02**	**$ 13,341.0**	**$ 3,997.4**	**$ 2,615.6**	**9,082.9**	**112,751.1**	**1,056.7**	**1,074.5**	**26,458**	**5,035.2**	**108,514.9**

Annual kWh Savings	9,082,927	86.0%	**kWh > 55%**	**Lifetime** kWh Savings	112751126	78.0%	**kWh > 55%**
Annual MMBTU Savings (in kWh)	1,475,670	14.0%		**Lifetime** MMBTU Savings (in kWh)	31,802,567	22.0%	
	10,558,597	100.0%			**144,553,693**	100.0%	

Present Value Benefits - 2019 PLAN

		CAPACITY				ENERGY									
	Total Benefits ($000)	Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Gas Benefits	Gas DRIPE	Other Fuels Benefits	Water Benefits	Other Non-Resource Benefits
Residential Programs															
Home Energy Assistance	$ 992.2	$ 33.4	$ -	$ 4.4	$ 17.8	$ 26.0	$ 30.9	$ 11.8	$ 12.8	$ 0.4	$ -	$ -	$ 764.4	$ -	$ 90.2
Energy Star Homes	$ 640.4	$ 63.7	$ -	$ 7.9	$ 31.8	$ 40.4	$ 52.6	$ 19.9	$ 22.2	$ 0.6	$ 0.1	$ 0.0	$ 341.2	$ 2.1	$ 58.0
Home Performance with Energy Star	$ 1,000.8	$ 25.3	$ -	$ 3.3	$ 13.3	$ 19.0	$ 22.9	$ 8.4	$ 9.2	$ 0.3	$ -	$ -	$ 808.1	$ -	$ 91.0
Energy Star Products	$ 770.0	$ 86.6	$ -	$ 15.8	$ 64.1	$ 173.6	$ 111.5	$ 80.0	$ 48.1	$ 3.6	$ 6.2	$ 0.0	$ 34.2	$ 83.9	$ 62.4
Home Energy Reports	$ 142.2	$ 14.2	$ -	$ 3.7	$ 14.9	$ 38.9	$ 30.8	$ 14.0	$ 11.2	$ 1.6	$ -	$ -	$ -	$ -	$ 12.9
ISO-NE Forward Capacity Market Expenses	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Residential	**$ 3,545.5**	**$ 223.1**	**$ -**	**$ 35.0**	**$ 141.9**	**$ 297.9**	**$ 248.8**	**$ 134.0**	**$ 103.5**	**$ 6.4**	**$ 6.3**	**$ 0.0**	**$ 1,947.9**	**$ 86.0**	**$ 314.5**
Commercial/Industrial Programs															
Large Business Energy Solutions	$ 5,556.7	$ 745.4	$ -	$ 109.4	$ 443.5	$ 1,451.7	$ 1,156.3	$ 650.6	$ 474.3	$ 20.2	$ -	$ -	$ -	$ -	$ 505.2
Small Business Energy Solutions	$ 3,775.2	$ 548.3	$ -	$ 80.3	$ 325.5	$ 972.6	$ 708.5	$ 469.7	$ 313.6	$ 13.4	$ -	$ -	$ -	$ -	$ 343.2
Municipal Energy Solutions	$ 463.5	$ 66.7	$ -	$ 9.5	$ 38.7	$ 115.0	$ 80.6	$ 53.3	$ 33.4	$ 1.5	$ -	$ -	$ 22.7	$ -	$ 42.1
C&I Education	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
ISO Forward Capacity Market Expenses	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Commercial & Industrial	**$ 9,795.5**	**$ 1,360.5**	**$ -**	**$ 199.3**	**$ 807.7**	**$ 2,539.3**	**$ 1,945.4**	**$ 1,173.6**	**$ 821.3**	**$ 35.1**	**$ -**	**$ -**	**$ 22.7**	**$ -**	**$ 890.5**
Total	**$ 13,341.0**	**$ 1,583.6**	**$ -**	**$ 234.3**	**$ 949.7**	**$ 2,837.3**	**$ 2,194.1**	**$ 1,307.6**	**$ 924.8**	**$ 41.5**	**$ 6.3**	**$ 0.0**	**$ 1,970.6**	**$ 86.0**	**$ 1,205.0**

Performance Incentive Calculation
2019

	Planned	Actual
Commercial/Industrial Incentive		
1. Benefit/Cost Ratio	**2.04**	
2. Threshold Benefit / Cost Ratio [1]	1.00	
3. Lifetime kWh Savings	**100,251,396**	
4. Threshold Lifetime kWh Savings (65%) [2]	65,163,408	
5. Implementation Expenses	$2,342,115	
6. Benefit / Cost Percentage of Implementaton Expenses	2.75%	
7. Lifetime kWh Percentage of Implementation Expenses	2.75%	
8. Commercial & Industrial Performance Incentive	$128,816	
9. Maximum Commercial & Industrial Performance Incentive (6.875%)	$161,020	
Residential Incentive		
10. Benefit / Cost Ratio	**1.74**	
11. Threshold Benefit / Cost Ratio [1]	1.00	
12. Lifetime kWh Savings	**12,499,730**	
13. Threshold Lifetime kWh Savings (65%)	8,124,824	
14. Implementation Expenses	$1,655,259	
15. Benefit / Cost Percentage of Implementation Expenses	2.75%	
16. Lifetime kWh Percentage of Implementation Expenses	2.75%	
17. Residential Performance Incentive	$91,039	
18. Maximum Residential Performance Incentive (6.875%)	$113,799	
19. TOTAL PLANNED / EARNED INCENTIVE	**$219,856**	

Notes

1. Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.
2. Actual Lifetime kWh Savings for each sector must be greater than or equal to 65% of projected savings.

Planned Versus Actual Benefit / Cost Ratio by Sector
2019

		Planned		Actual
Commercial & Industrial				
1. Benefits (Value) From Eligible Programs	$	9,795,465	$	-
2. Implementation Expenses	$	2,342,115	$	-
3. Customer Contribution	$	2,321,458	$	-
4. Performance Incentive	$	128,816	$	-
5. Total Costs	$	4,792,389	$	-
6. Benefit/Cost Ratio - Commercial & Industrial Sector		**2.04**		
Residential				
7. Benefits (Value) From Eligible Programs	$	3,545,530	$	-
8. Implementation Expenses	$	1,655,259	$	-
9. Customer Contribution	$	294,119	$	-
10. Performance Incentive	$	91,039	$	-
11. Total Costs	$	2,040,418	$	-
12. Benefit/Cost Ratio - Residential Sector		**1.74**		

Lifetime Energy Savings by Sector and Program
2019

	Lifetime kWh Savings	
	Planned	**Actual**
Commercial & Industrial		
Large Business Energy Solutions	57,792,232	
Small Business Energy Solutions	38,112,955	
Municipal Energy Solutions	4,346,210	
Total Commercial & Industrial	**100,251,396**	
Residential		
Home Energy Assistance	1,282,994	
Energy Star Homes	2,122,466	
Home Performance with Energy Star	935,056	
Energy Star Products	6,559,214	
Home Energy Reports	1,600,000	
Total Residential	**12,499,730**	

Program Cost-Effectiveness - 2020 PLAN

	Total Resource Benefit / Cost Ratio	Benefits ($000)	Utility Costs ($000)	Customer Costs ($000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
Residential Programs											
Home Energy Assistance	1.57	$ 1,403.6	$ 895.5	$ -	104.4	1,701.2	11.6	19.4	82	2,563.9	56,240.7
Energy Star Homes	2.68	$ 1,087.8	$ 309.1	$ 96.4	157.8	3,623.4	16.8	36.6	99	1,251.5	29,636.3
Home Performance with Energy Star	2.21	$ 1,487.9	$ 400.6	$ 272.3	73.9	1,282.9	8.9	14.7	82	3,020.4	63,046.8
Energy Star Products	2.10	$ 1,053.0	$ 435.0	$ 66.2	1,270.0	8,422.6	333.3	158.2	23,426	230.1	3,337.1
Home Energy Reports	1.15	$ 139.6	$ 121.3	$ -	360.0	1,250.0	86.8	63.3	12,000	-	-
ISO-NE Forward Capacity Market Expenses	0.00	$ -	$ 19.5	$ -	-	-	-	-	-	-	-
Sub-Total Residential	**1.98**	**$ 5,171.9**	**$ 2,181.0**	**$ 434.9**	**1,966.1**	**16,280.1**	**457.3**	**292.2**	**35,690**	**7,065.9**	**152,261.0**
Commercial, Industrial & Municipal											
Large Business Energy Solutions	2.60	$ 7,807.1	$ 1,503.1	$ 1,502.7	5,604.9	77,131.7	512.1	614.3	46	-	-
Small Business Energy Solutions	1.95	$ 5,405.9	$ 1,313.4	$ 1,463.9	3,797.1	51,779.3	342.9	457.0	136	-	-
Municipal Energy Solutions	1.95	$ 496.6	$ 167.0	$ 88.3	303.2	4,334.9	29.8	38.4	33	67.2	1,679.8
C&I Education	0.00	$ -	$ 57.5	$ -	-	-	-	-	-	-	-
ISO Forward Capacity Market Expenses	0.00	$ -	$ 45.5	$ -	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	**2.23**	**$ 13,709.7**	**$ 3,086.5**	**$ 3,054.9**	**9,705.2**	**133,245.8**	**884.7**	**1,109.7**	**216**	**67.2**	**1,679.8**
Total	**2.16**	**$ 18,881.6**	**$ 5,267.4**	**$ 3,489.8**	**11,671.3**	**149,525.9**	**1,342.0**	**1,401.9**	**35,905**	**7,133.1**	**153,940.7**

Annual kWh Savings	11,671,326	84.8%	**kWh > 55%**	**Lifetime** kWh Savings	149,525,870	76.8%	**kWh > 55%**
Annual MMBTU Savings (in kWh)	2,090,516	15.2%		**Lifetime** MMBTU Savings (in kWh)	45,115,581	23.2%	
	13,761,842	100.0%			**194,641,452**	100.0%	

Present Value Benefits - 2020 PLAN

		CAPACITY				ENERGY									
	Total Benefits ($000)	Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Gas Benefits	Gas DRIPE	Other Fuels Benefits	Water Benefits	Other Non-Resource Benefits
Residential Programs															
Home Energy Assistance	$ 1,403.6	$ 47.8	$ -	$ 5.9	$ 24.0	$ 35.9	$ 43.0	$ 16.8	$ 18.0	$ 0.4	$ -	$ -	$ 1,084.2	$ -	$ 127.6
Energy Star Homes	$ 1,087.8	$ 116.1	$ -	$ 13.6	$ 55.3	$ 71.5	$ 93.8	$ 36.1	$ 40.0	$ 0.8	$ 0.2	$ 0.0	$ 558.4	$ 3.4	$ 98.6
Home Performance with Energy Star	$ 1,487.9	$ 37.6	$ -	$ 4.6	$ 18.7	$ 27.0	$ 33.0	$ 12.2	$ 13.4	$ 0.3	$ -	$ -	$ 1,205.8	$ -	$ 135.3
Energy Star Products	$ 1,053.0	$ 131.7	$ -	$ 21.3	$ 86.5	$ 233.5	$ 151.9	$ 113.1	$ 69.2	$ 3.1	$ 8.1	$ 0.0	$ 46.8	$ 101.1	$ 86.5
Home Energy Reports	$ 139.6	$ 22.5	$ -	$ 4.4	$ 17.7	$ 33.3	$ 26.3	$ 12.3	$ 9.8	$ 0.7	$ -	$ -	$ -	$ -	$ 12.7
ISO-NE Forward Capacity Market Expenses	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Residential	**$ 5,171.9**	**$ 355.7**	**$ -**	**$ 49.9**	**$ 202.1**	**$ 401.2**	**$ 347.9**	**$ 190.5**	**$ 150.4**	**$ 5.4**	**$ 8.3**	**$ 0.0**	**$ 2,895.2**	**$ 104.5**	**$ 460.7**
Commercial/Industrial Programs															
Large Business Energy Solutions	$ 7,807.1	$ 1,090.3	$ -	$ 147.1	$ 596.1	$ 2,026.1	$ 1,615.8	$ 928.9	$ 672.1	$ 21.0	$ -	$ -	$ -	$ -	$ 709.7
Small Business Energy Solutions	$ 5,405.9	$ 819.0	$ -	$ 110.2	$ 446.5	$ 1,379.5	$ 1,010.2	$ 682.0	$ 452.9	$ 14.1	$ -	$ -	$ -	$ -	$ 491.4
Municipal Energy Solutions	$ 496.6	$ 72.8	$ -	$ 9.6	$ 39.1	$ 119.7	$ 84.3	$ 56.8	$ 35.3	$ 1.2	$ -	$ -	$ 32.6	$ -	$ 45.1
C&I Education	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
ISO Forward Capacity Market Expenses	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Commercial & Industrial	**$ 13,709.7**	**$ 1,982.1**	**$ -**	**$ 266.9**	**$ 1,081.6**	**$ 3,525.4**	**$ 2,710.3**	**$ 1,667.7**	**$ 1,160.4**	**$ 36.2**	**$ -**	**$ -**	**$ 32.6**	**$ -**	**$ 1,246.3**
Total	**$ 18,881.6**	**$ 2,337.8**	**$ -**	**$ 316.8**	**$ 1,283.7**	**$ 3,926.6**	**$ 3,058.2**	**$ 1,858.2**	**$ 1,310.9**	**$ 41.6**	**$ 8.3**	**$ 0.0**	**$ 2,927.9**	**$ 104.5**	**$ 1,707.0**

Performance Incentive Calculation
2020

	Planned	Actual
Commercial/Industrial Incentive		
1. Benefit/Cost Ratio	**2.17**	
2. Threshold Benefit / Cost Ratio [1]	1.00	
3. Lifetime kWh Savings	**133,245,798**	
4. Threshold Lifetime kWh Savings (65%) [2]	86,609,769	
5. Implementation Expenses	$3,086,458	
6. Benefit / Cost Percentage of Implementaton Expenses	2.75%	
7. Lifetime kWh Percentage of Implementation Expenses	2.75%	
8. Commercial & Industrial Performance Incentive	$169,755	
9. Maximum Commercial & Industrial Performance Incentive (6.875%)	$212,194	
Residential Incentive		
10. Benefit / Cost Ratio	**1.89**	
11. Threshold Benefit / Cost Ratio [1]	1.00	
12. Lifetime kWh Savings	**16,280,072**	
13. Threshold Lifetime kWh Savings (65%)	10,582,047	
14. Implementation Expenses	$2,180,973	
15. Benefit / Cost Percentage of Implementation Expenses	2.75%	
16. Lifetime kWh Percentage of Implementation Expenses	2.75%	
17. Residential Performance Incentive	$119,954	
18. Maximum Residential Performance Incentive (6.875%)	$149,942	
19. TOTAL PLANNED / EARNED INCENTIVE	**$289,709**	

Notes

1. Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.
2. Actual Lifetime kWh Savings for each sector must be greater than or equal to 65% of projected savings.

Planned Versus Actual Benefit / Cost Ratio by Sector
2020

		Planned		Actual
Commercial & Industrial				
1. Benefits (Value) From Eligible Programs	$	13,709,671	$	-
2. Implementation Expenses	$	3,086,458	$	-
3. Customer Contribution	$	3,054,881	$	-
4. Performance Incentive	$	169,755	$	-
5. Total Costs	$	6,311,094	$	-
6. Benefit/Cost Ratio - Commercial & Industrial Sector		**2.17**		
Residential				
7. Benefits (Value) From Eligible Programs	$	5,171,930	$	-
8. Implementation Expenses	$	2,180,973	$	-
9. Customer Contribution	$	434,874	$	-
10. Performance Incentive	$	119,954	$	-
11. Total Costs	$	2,735,801	$	-
12. Benefit/Cost Ratio - Residential Sector		**1.89**		

Lifetime Energy Savings by Sector and Program
2020

	Lifetime kWh Savings	
	Planned	**Actual**
Commercial & Industrial		
Large Business Energy Solutions	77,131,660	
Small Business Energy Solutions	51,779,275	
Municipal Energy Solutions	4,334,863	
Total Commercial & Industrial	**133,245,798**	
Residential		
Home Energy Assistance	1,701,220	
Energy Star Homes	3,623,358	
Home Performance with Energy Star	1,282,876	
Energy Star Products	8,422,618	
Home Energy Reports	1,250,000	
Total Residential	**16,280,072**	

Program Cost-Effectiveness - 2018 PLAN

	Total Resource Benefits / Cost Ratio	Benefits ($000)	Utility Costs ($000)	Member Costs ($000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Members Served	Annual MMBTU Savings	Lifetime MMBTU Savings
Residential Programs											
Home Energy Assistance	1.36	$ 504.2	$ 371.1	$ -	44.1	515.5	-	6.3	42	1,204.4	24,009.1
Energy Star Homes	1.15	$ 335.2	$ 235.9	$ 55.0	52.7	1,176.6	7.0	10.2	26	442.4	11,021.7
Home Performance with Energy Star	1.75	$ 821.2	$ 287.7	$ 180.4	70.5	1,174.5	7.0	13.0	72	1,912.4	39,930.2
Energy Star Products	1.56	$ 1,133.4	$ 469.6	$ 258.8	1,427.0	9,711.2	383.1	182.8	15,938	191.6	2,682.9
ISO-NE Forward Capacity Market Expenses	0.00	$ -	$ 6.0	$ -	-	-	-	-	-	-	-
Sub-Total Residential	**1.50**	**$ 2,794.0**	**$ 1,370.2**	**$ 494.2**	**1,594.232**	**12,577.9**	**397.1**	**212.3**	**16,078**	**3,750.9**	**77,643.9**
Commercial, Industrial & Municipal											
Large Business Energy Solutions	3.04	$ 2,005.9	$ 277.1	$ 381.9	1,456.172	18,930.2	264.5	259.5	20	-	-
Small Business Energy Solutions	1.91	$ 976.9	$ 314.5	$ 195.7	786.2	10,220.1	78.5	101.8	59	-	-
Municipal Energy Solutions	1.01	$ 278.5	$ 157.5	$ 116.9	137.0	1,781.1	24.8	24.4	21	353.1	4,590.9
Education	0.00	$ -	$ 44.6	$ -	-	-	-	-	-	-	-
ISO Forward Capacity Market Expenses	0.00	$ -	$ 14.0	$ -	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	**2.17**	**$ 3,261.3**	**$ 807.6**	**$ 694.5**	**2,379.339**	**30,931.4**	**367.8**	**385.7**	**99**	**353.1**	**4,590.9**
Smart Start	0.00	$ -	$ 5.0	$ -	-	-	-	-	-	-	-
Total	**1.80**	**$ 6,055.3**	**$ 2,182.9**	**$ 1,188.7**	**3,973.6**	**43,509.3**	**765.0**	**598.0**	**16,177**	**4,104.1**	**82,234.8**

Annual kWh Savings	3,973,570	76.8%	**kWh > 55%**	**Lifetime** kWh Savings	43,509,269	64.4%	**kWh > 55%**
Annual MMBTU Savings (in kWh)	1,202,785	23.2%		**Lifetime** MMBTU Savings (in kWh)	24,100,640	35.6%	
	5,176,355	100.0%			**67,609,909**	100.0%	

Present Value Benefits - 2018 PLAN

		CAPACITY				ENERGY									
	Total Benefits ($000)	Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Gas Benefit	Gas DRIPE	Other Fuels Benefit	Water Benefit	Other Non-Resource Benefit
Residential Programs															
Home Energy Assistance	$ 504.2	$ 10.4	$ -	$ 1.6	$ 6.3	$ 10.6	$ 11.3	$ 4.4	$ 4.5	$ 0.3	$ -	$ -	$ 409.0	$ -	$ 45.8
Energy Star Homes	$ 335.2	$ 28.6	$ -	$ 3.6	$ 14.8	$ 24.0	$ 25.5	$ 11.6	$ 10.8	$ 0.4	$ 0.1	$ 0.0	$ 182.7	$ 2.9	$ 30.2
Home Performance with Energy Star	$ 821.2	$ 31.0	$ -	$ 4.1	$ 16.8	$ 22.6	$ 27.4	$ 9.9	$ 11.0	$ 0.5	$ -	$ -	$ 623.3	$ -	$ 74.7
Energy Star Products	$ 1,133.4	$ 136.2	$ -	$ 25.6	$ 103.8	$ 245.7	$ 152.6	$ 106.4	$ 64.9	$ 7.8	$ 6.8	$ 0.1	$ 31.2	$ 164.1	$ 88.1
ISO-NE Forward Capacity Market Expenses	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Residential	**$ 2,794.0**	**$ 206.1**	**$ -**	**$ 35.0**	**$ 141.7**	**$ 302.8**	**$ 216.8**	**$ 132.3**	**$ 91.2**	**$ 9.0**	**$ 7.0**	**$ 0.1**	**$ 1,246.3**	$ 167.0	$ 238.8
Commercial/Industrial Programs															
Large Business Energy Solutions	$ 2,005.9	$ 360.2	$ -	$ 58.2	$ 235.8	$ 479.9	$ 329.3	$ 215.0	$ 135.7	$ 9.5	$ -	$ -	$ -	$ -	$ 182.4
Small Business Energy Solutions	$ 976.9	$ 141.4	$ -	$ 22.8	$ 92.5	$ 259.1	$ 177.8	$ 116.1	$ 73.2	$ 5.1	$ -	$ -	$ -	$ -	$ 88.8
Municipal Energy Solutions	$ 278.5	$ 33.8	$ -	$ 5.5	$ 22.2	$ 45.2	$ 31.0	$ 20.2	$ 12.8	$ 0.9	$ -	$ -	$ 81.7	$ -	$ 25.3
Education	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
ISO Forward Capacity Market Expenses	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Commercial & Industrial	**$ 3,261.3**	**$ 535.4**	**$ -**	**$ 86.5**	**$ 350.4**	**$ 784.2**	**$ 538.0**	**$ 351.3**	**$ 221.7**	**$ 15.6**	**$ -**	**$ -**	**$ 81.7**	**$ -**	**$ 296.5**
Smart Start	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total	**$ 6,055.3**	**$ 741.6**	**$ -**	**$ 121.4**	**$ 492.1**	**$ 1,087.1**	**$ 754.9**	**$ 483.6**	**$ 312.8**	**$ 24.5**	**$ 7.0**	**$ 0.1**	**$ 1,328.0**	**$ 167.0**	**$ 535.3**

Performance Incentive Calculation
2018

	Planned	Actual
Commercial/Industrial Incentive		
1. Benefit/Cost Ratio	**2.11**	
2. Threshold Benefit / Cost Ratio [1]	1.00	
3. Lifetime kWh Savings	**30,931,405**	
4. Threshold Lifetime kWh Savings (65%) [2]	20,105,414	
5. Implementation Expenses	$807,628	
6. Benefit / Cost Percentage of Implementaton Expenses	2.75%	
7. Lifetime kWh Percentage of Implementation Expenses	2.75%	
8. Commercial & Industrial Performance Incentive	$44,420	
9. Maximum Commercial & Industrial Performance Incentive (6.875%)	$55,524	
Residential Incentive		
10. Benefit / Cost Ratio	**1.44**	
11. Threshold Benefit / Cost Ratio [1]	1.00	
12. Lifetime kWh Savings	**12,577,864**	
13. Threshold Lifetime kWh Savings (65%)	8,175,612	
14. Implementation Expenses	$1,370,222	
15. Benefit / Cost Percentage of Implementation Expenses	2.75%	
16. Lifetime kWh Percentage of Implementation Expenses	2.75%	
17. Residential Performance Incentive	$75,362	
18. Maximum Residential Performance Incentive (6.875%)	$94,203	
19. TOTAL PLANNED / EARNED INCENTIVE	**$119,782**	

Notes

1. Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.
2. Actual Lifetime kWh Savings for each sector must be greater than or equal to 65% of projected savings.

Planned Versus Actual Benefit / Cost Ratio by Sector
2018

		Planned		Actual
Commercial & Industrial				
1. Benefits (Value) From Eligible Programs	$	3,261,254	$	-
2. Implementation Expenses	$	807,628	$	-
3. Member Contribution	$	694,500	$	-
4. Performance Incentive	$	44,420	$	-
5. Total Costs	$	1,546,548	$	-
6. Benefit/Cost Ratio - Commercial & Industrial Sector		**2.11**		
Residential				
7. Benefits (Value) From Eligible Programs	$	2,794,043	$	-
8. Implementation Expenses	$	1,370,222	$	-
9. Member Contribution	$	494,171	$	-
10. Performance Incentive	$	75,362	$	-
11. Total Costs	$	1,939,755	$	-
12. Benefit/Cost Ratio - Residential Sector		**1.44**		

Lifetime Energy Savings by Sector and Program
2018

	Lifetime kWh Savings	
	Planned	**Actual**
Commercial & Industrial		
Large Business Energy Solutions	18,930,233	
Small Business Energy Solutions	10,220,113	
Municipal Energy Solutions	1,781,060	
Education	-	
ISO Forward Capacity Market Expenses	-	
Total Commercial & Industrial	**30,931,405**	
Residential		
Home Energy Assistance	515,515	
Energy Star Homes	1,176,627	
Home Performance with Energy Star	1,174,507	
Energy Star Products	9,711,214	
Total Residential	**12,577,864**	

Program Cost-Effectiveness - 2019 PLAN

	Total Resource Benefits / Cost Ratio	Benefits ($000)	Utility Costs ($000)	Member Costs ($000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Members Served	Annual MMBTU Savings	Lifetime MMBTU Savings
Residential Programs											
Home Energy Assistance	1.43	$ 709.2	$ 495.8	$ -	62.7	732.1	6.4	8.9	62	1,695.3	33,792.5
Energy Star Homes	1.27	$ 428.5	$ 271.1	$ 65.9	63.1	1,409.8	8.4	12.2	32	530.1	13,206.1
Home Performance with Energy Star	1.98	$ 1,384.7	$ 410.9	$ 289.3	110.3	1,843.8	10.0	20.8	115	3,066.9	64,035.5
Energy Star Products	1.69	$ 1,456.1	$ 605.4	$ 254.8	1,761.7	11,947.2	500.1	253.7	24,733	141.5	1,981.1
Residential Member Engagement	0.00	$ -	$ 80.5	$ -	-	-	-	-	-	-	-
ISO-NE Forward Capacity Market Expenses	0.00	$ -	$ 6.0	$ -	-	-	-	-	-	-	-
Sub-Total Residential	**1.60**	**$ 3,978.5**	**$ 1,869.6**	**$ 610.0**	**1,997.8**	**15,932.9**	**524.9**	**295.7**	**24,942**	**5,433.8**	**113,015.1**
Commercial, Industrial & Municipal											
Large Business Energy Solutions	3.19	$ 2,887.4	$ 384.7	$ 520.3	1,982.4	25,770.9	360.1	353.2	27	-	-
Small Business Energy Solutions	1.98	$ 1,407.1	$ 437.1	$ 273.0	1,071.3	13,927.1	107.0	138.8	82	-	-
Municipal Energy Solutions	1.02	$ 270.3	$ 157.5	$ 106.7	125.6	1,633.0	22.8	22.4	19	322.3	4,189.8
Education	0.00	$ -	$ 48.3	$ -	-	-	-	-	-	-	-
ISO Forward Capacity Market Expenses	0.00	$ -	$ 14.0	$ -	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	**2.35**	**$ 4,564.8**	**$ 1,041.6**	**$ 900.0**	**3,179.3**	**41,331.0**	**489.8**	**514.4**	**128**	**322.3**	**4,189.8**
Smart Start	0.00	$ -	$ 5.0	$ -	-	-	-	-	-	-	-
Total	**1.93**	**$ 8,543.3**	**$ 2,916.3**	**$ 1,510.0**	**5,177.1**	**57,263.8**	**1,014.7**	**810.1**	**25,070**	**5,756.1**	**117,204.9**

Annual kWh Savings	5,177,089	75.4%	**kWh > 55%**	**Lifetime** kWh Savings	57,263,838	62.5%	**kWh > 55%**
Annual MMBTU Savings (in kWh)	1,686,951	24.6%		**Lifetime** MMBTU Savings (in kWh)	34,349,372	37.5%	
	6,864,040	100.0%			**91,613,210**	100.0%	

Present Value Benefits - 2019 PLAN

		CAPACITY				ENERGY									
	Total Benefits ($000)	Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Gas Benefit	Gas DRIPE	Other Fuels Benefit	Water Benefit	Other Non-Resource Benefit
Residential Programs															
Home Energy Assistance	$ 709.2	$ 15.9	$ -	$ 2.2	$ 9.1	$ 15.9	$ 16.9	$ 6.8	$ 6.8	$ 0.3	$ -	$ -	$ 570.8	$ -	$ 64.5
Energy Star Homes	$ 428.5	$ 36.1	$ -	$ 4.4	$ 18.0	$ 29.9	$ 31.9	$ 14.8	$ 13.7	$ 0.4	$ 0.2	$ 0.0	$ 236.9	$ 3.5	$ 38.6
Home Performance with Energy Star	$ 1,384.7	$ 52.7	$ -	$ 6.7	$ 27.3	$ 36.6	$ 44.9	$ 17.0	$ 18.6	$ 0.6	$ -	$ -	$ 1,054.3	$ -	$ 125.9
Energy Star Products	$ 1,456.1	$ 230.3	$ -	$ 38.8	$ 157.1	$ 323.7	$ 199.1	$ 145.0	$ 87.8	$ 6.3	$ 5.3	$ 0.0	$ 24.5	$ 116.4	$ 121.8
Residential Member Engagement	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
ISO-NE Forward Capacity Market Expenses	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Residential	**$ 3,978.5**	**$ 335.0**	**$ -**	**$ 52.2**	**$ 211.5**	**$ 406.1**	**$ 292.8**	**$ 183.6**	**$ 126.9**	**$ 7.6**	**$ 5.5**	**$ 0.0**	**$ 1,886.6**	$ 119.9	$ 350.8
Commercial/Industrial Programs															
Large Business Energy Solutions	$ 2,887.4	$ 537.8	$ -	$ 80.4	$ 326.0	$ 686.5	$ 472.0	$ 315.2	$ 197.7	$ 9.3	$ -	$ -	$ -	$ -	$ 262.5
Small Business Energy Solutions	$ 1,407.1	$ 211.3	$ -	$ 31.6	$ 128.1	$ 371.0	$ 255.1	$ 170.3	$ 106.9	$ 5.0	$ -	$ -	$ -	$ -	$ 127.9
Municipal Energy Solutions	$ 270.3	$ 34.0	$ -	$ 5.1	$ 20.6	$ 43.5	$ 29.9	$ 20.0	$ 12.5	$ 0.6	$ -	$ -	$ 79.4	$ -	$ 24.6
Education	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
ISO Forward Capacity Market Expenses	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Commercial & Industrial	**$ 4,564.8**	**$ 783.1**	**$ -**	**$ 117.1**	**$ 474.7**	**$ 1,101.1**	**$ 757.0**	**$ 505.5**	**$ 317.1**	**$ 14.9**	**$ -**	**$ -**	**$ 79.4**	**$ -**	**$ 415.0**
Smart Start	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total	**$ 8,543.3**	**$ 1,118.1**	**$ -**	**$ 169.3**	**$ 686.1**	**$ 1,507.2**	**$ 1,049.8**	**$ 689.1**	**$ 444.0**	**$ 22.5**	**$ 5.5**	**$ 0.0**	**$ 1,966.0**	**$ 119.9**	**$ 765.8**

Performance Incentive Calculation
2019

	Planned	Actual
Commercial/Industrial Incentive		
1. Benefit/Cost Ratio	**2.28**	
2. Threshold Benefit / Cost Ratio [1]	1.00	
3. Lifetime kWh Savings	**41,330,963**	
4. Threshold Lifetime kWh Savings (65%) [2]	26,865,126	
5. Implementation Expenses	$1,041,628	
6. Benefit / Cost Percentage of Implementaton Expenses	2.75%	
7. Lifetime kWh Percentage of Implementation Expenses	2.75%	
8. Commercial & Industrial Performance Incentive	$57,290	
9. Maximum Commercial & Industrial Performance Incentive (6.875%)	$71,612	
Residential Incentive		
10. Benefit / Cost Ratio	**1.54**	
11. Threshold Benefit / Cost Ratio [1]	1.00	
12. Lifetime kWh Savings	**15,932,874**	
13. Threshold Lifetime kWh Savings (65%)	10,356,368	
14. Implementation Expenses	$1,869,643	
15. Benefit / Cost Percentage of Implementation Expenses	2.75%	
16. Lifetime kWh Percentage of Implementation Expenses	2.75%	
17. Residential Performance Incentive	$102,830	
18. Maximum Residential Performance Incentive (6.875%)	$128,538	
19. TOTAL PLANNED / EARNED INCENTIVE	**$160,120**	

Notes

1. Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.
2. Actual Lifetime kWh Savings for each sector must be greater than or equal to 65% of projected savings.

Planned Versus Actual Benefit / Cost Ratio by Sector
2019

		Planned		Actual
Commercial & Industrial				
1. Benefits (Value) From Eligible Programs	$	4,564,822	$	-
2. Implementation Expenses	$	1,041,628	$	-
3. Member Contribution	$	900,000	$	-
4. Performance Incentive	$	57,290	$	-
5. Total Costs	$	1,998,917	$	-
6. Benefit/Cost Ratio - Commercial & Industrial Sector		**2.28**		
Residential				
7. Benefits (Value) From Eligible Programs	$	3,978,511	$	-
8. Implementation Expenses	$	1,869,643	$	-
9. Member Contribution	$	609,969	$	-
10. Performance Incentive	$	102,830	$	-
11. Total Costs	$	2,582,443	$	-
12. Benefit/Cost Ratio - Residential Sector		**1.54**		

Lifetime Energy Savings by Sector and Program
2019

	Lifetime kWh Savings	
	Planned	**Actual**
Commercial & Industrial		
Large Business Energy Solutions	25,770,882	
Small Business Energy Solutions	13,927,110	
Municipal Energy Solutions	1,632,971	
Education	-	
ISO Forward Capacity Market Expenses	-	
Total Commercial & Industrial	**41,330,963**	
Residential		
Home Energy Assistance	732,056	
Energy Star Homes	1,409,827	
Home Performance with Energy Star	1,843,790	
Energy Star Products	11,947,201	
Residential Member Engagement	-	
ISO-NE Forward Capacity Market Expenses	-	
Total Residential	**15,932,874**	

Program Cost-Effectiveness - 2020 PLAN

	Total Resource Benefits / Cost Ratio	Benefits ($000)	Utility Costs ($000)	Member Costs ($000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Members Served	Annual MMBTU Savings	Lifetime MMBTU Savings
Residential Programs											
Home Energy Assistance	1.58	$ 1,082.3	$ 683.9	$ -	91.0	1,063.5	9.3	13.0	87	2,462.7	49,090.8
Energy Star Homes	1.91	$ 913.8	$ 368.1	$ 109.1	189.3	4,554.6	48.6	20.0	52	877.3	21,855.1
Home Performance with Energy Star	2.16	$ 2,302.2	$ 607.4	$ 456.9	178.5	2,975.2	17.9	32.9	181	4,844.5	101,149.2
Energy Star Products	1.78	$ 1,891.1	$ 747.6	$ 312.2	2,139.9	14,256.4	615.2	313.1	41,100	189.1	2,641.9
Residential Member Engagement	0.00	$ -	$ 210.2	$ -	-	-	-	-	-	-	-
ISO-NE Forward Capacity Market Expenses	0.00	$ -	$ 6.0	$ -	-	-	-	-	-	-	-
Sub-Total Residential	**1.77**	**$ 6,189.5**	**$ 2,623.3**	**$ 878.2**	**2,598.7**	**22,849.7**	**690.9**	**379.0**	**41,420**	**8,373.6**	**174,737.0**
Commercial, Industrial & Municipal											
Large Business Energy Solutions	3.07	$ 4,230.0	$ 543.3	$ 832.5	2,744.7	35,680.9	498.5	489.1	43	-	-
Small Business Energy Solutions	1.96	$ 2,090.3	$ 626.7	$ 438.4	1,505.8	19,576.0	150.3	195.0	131	-	-
Municipal Energy Solutions	1.03	$ 255.9	$ 157.5	$ 91.2	114.8	1,491.8	20.8	20.4	16	275.7	3,583.7
Education	0.00	$ -	$ 53.2	$ -	-	-	-	-	-	-	-
ISO Forward Capacity Market Expenses	0.00	$ -	$ 14.0	$ -	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	**2.39**	**$ 6,576.2**	**$ 1,394.7**	**$ 1,362.1**	**4,365.3**	**56,748.7**	**669.7**	**704.5**	**190**	**275.7**	**3,583.7**
Smart Start	0.00	$ -	$ 5.0	$ -	-	-	-	-	-	-	-
Total	**2.04**	**$ 12,765.7**	**$ 4,023.0**	**$ 2,240.4**	**6,964.0**	**79,598.3**	**1,360.6**	**1,083.5**	**41,610**	**8,649.3**	**178,320.8**

Annual kWh Savings	6,963,984	73.3%	**kWh > 55%**	**Lifetime** kWh Savings	79,598,345	60.4%	**kWh > 55%**
Annual MMBTU Savings (in kWh)	2,534,860	26.7%		**Lifetime** MMBTU Savings (in kWh)	52,260,659	39.6%	
	9,498,845	100.0%			**131,859,004**	100.0%	

Present Value Benefits - 2020 PLAN

		CAPACITY				ENERGY									
	Total Benefits ($000)	Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Gas Benefit	Gas DRIPE	Other Fuels Benefit	Water Benefit	Other Non-Resource Benefit
Residential Programs															
Home Energy Assistance	$ 1,082.3	$ 25.2	$ -	$ 3.3	$ 13.4	$ 24.3	$ 25.8	$ 10.6	$ 10.5	$ 0.3	$ -	$ -	$ 870.4	$ -	$ 98.4
Energy Star Homes	$ 913.8	$ 64.1	$ -	$ 7.5	$ 30.4	$ 130.0	$ 110.6	$ 40.4	$ 29.3	$ 1.0	$ 0.3	$ 0.0	$ 411.9	$ 5.9	$ 82.5
Home Performance with Energy Star	$ 2,302.2	$ 89.2	$ -	$ 10.8	$ 43.8	$ 62.7	$ 76.1	$ 28.8	$ 31.2	$ 0.7	$ -	$ -	$ 1,749.6	$ -	$ 209.3
Energy Star Products	$ 1,891.1	$ 319.4	$ -	$ 48.5	$ 196.6	$ 411.4	$ 250.3	$ 189.2	$ 113.3	$ 5.3	$ 7.3	$ 0.0	$ 34.6	$ 157.7	$ 157.6
Residential Member Engagement	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
ISO-NE Forward Capacity Market Expenses	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Residential	**$ 6,189.5**	**$ 497.9**	**$ -**	**$ 70.1**	**$ 284.2**	**$ 628.5**	**$ 462.8**	**$ 268.9**	**$ 184.2**	**$ 7.3**	**$ 7.6**	**$ 0.0**	**$ 3,066.5**	$ 163.6	$ 547.8
Commercial/Industrial Programs															
Large Business Energy Solutions	$ 4,230.0	$ 826.4	$ -	$ 113.1	$ 458.4	$ 994.9	$ 685.0	$ 467.2	$ 290.6	$ 9.9	$ -	$ -	$ -	$ -	$ 384.5
Small Business Energy Solutions	$ 2,090.3	$ 329.6	$ -	$ 45.1	$ 182.8	$ 545.8	$ 375.8	$ 256.3	$ 159.5	$ 5.4	$ -	$ -	$ -	$ -	$ 190.0
Municipal Energy Solutions	$ 255.9	$ 34.5	$ -	$ 4.7	$ 19.1	$ 41.6	$ 28.6	$ 19.5	$ 12.2	$ 0.4	$ -	$ -	$ 72.0	$ -	$ 23.3
Education	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
ISO Forward Capacity Market Expenses	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Commercial & Industrial	**$ 6,576.2**	**$ 1,190.4**	**$ -**	**$ 162.9**	**$ 660.3**	**$ 1,582.3**	**$ 1,089.4**	**$ 743.0**	**$ 462.3**	**$ 15.8**	**$ -**	**$ -**	**$ 72.0**	**$ -**	**$ 597.8**
Smart Start	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total	**$ 12,765.7**	**$ 1,688.3**	**$ -**	**$ 233.1**	**$ 944.5**	**$ 2,210.8**	**$ 1,552.2**	**$ 1,012.0**	**$ 646.5**	**$ 23.1**	**$ 7.6**	**$ 0.0**	**$ 3,138.4**	**$ 163.6**	**$ 1,145.6**

Performance Incentive Calculation
2020

	Planned	Actual
Commercial/Industrial Incentive		
1. Benefit/Cost Ratio	**2.32**	
2. Threshold Benefit / Cost Ratio [1]	1.00	
3. Lifetime kWh Savings	**56,748,678**	
4. Threshold Lifetime kWh Savings (65%) [2]	36,886,641	
5. Implementation Expenses	$1,394,744	
6. Benefit / Cost Percentage of Implementaton Expenses	2.75%	
7. Lifetime kWh Percentage of Implementation Expenses	2.75%	
8. Commercial & Industrial Performance Incentive	$76,711	
9. Maximum Commercial & Industrial Performance Incentive (6.875%)	$95,889	
Residential Incentive		
10. Benefit / Cost Ratio	**1.70**	
11. Threshold Benefit / Cost Ratio [1]	1.00	
12. Lifetime kWh Savings	**22,849,666**	
13. Threshold Lifetime kWh Savings (65%)	14,852,283	
14. Implementation Expenses	$2,623,293	
15. Benefit / Cost Percentage of Implementation Expenses	2.75%	
16. Lifetime kWh Percentage of Implementation Expenses	2.75%	
17. Residential Performance Incentive	$144,281	
18. Maximum Residential Performance Incentive (6.875%)	$180,351	
19. TOTAL PLANNED / EARNED INCENTIVE	**$220,992**	

Notes

1. Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.
2. Actual Lifetime kWh Savings for each sector must be greater than or equal to 65% of projected savings.

Planned Versus Actual Benefit / Cost Ratio by Sector
2020

		Planned		Actual
Commercial & Industrial				
1. Benefits (Value) From Eligible Programs	$	6,576,220	$	-
2. Implementation Expenses	$	1,394,744	$	-
3. Member Contribution	$	1,362,135	$	-
4. Performance Incentive	$	76,711	$	-
5. Total Costs	$	2,833,589	$	-
6. Benefit/Cost Ratio - Commercial & Industrial Sector		**2.32**		
Residential				
7. Benefits (Value) From Eligible Programs	$	6,189,519	$	-
8. Implementation Expenses	$	2,623,293	$	-
9. Member Contribution	$	878,234	$	-
10. Performance Incentive	$	144,281	$	-
11. Total Costs	$	3,645,809	$	-
12. Benefit/Cost Ratio - Residential Sector		**1.70**		

Lifetime Energy Savings by Sector and Program
2020

	Lifetime kWh Savings	
	Planned	**Actual**
Commercial & Industrial		
Large Business Energy Solutions	35,680,858	
Small Business Energy Solutions	19,575,971	
Municipal Energy Solutions	1,491,849	
Education	-	
ISO Forward Capacity Market Expenses	-	
Total Commercial & Industrial	**56,748,678**	
Residential		
Home Energy Assistance	1,063,470	
Energy Star Homes	4,554,630	
Home Performance with Energy Star	2,975,204	
Energy Star Products	14,256,363	
Residential Member Engagement	-	
ISO-NE Forward Capacity Market Expenses	-	
Total Residential	**22,849,666**	

Program Cost-Effectiveness - 2018 PLAN

	Total Resource Benefit / Cost Ratio	Benefits ($000)	Utility Costs ($000)	Customer Costs ($000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
Residential Programs											
Home Energy Assistance	1.44	$ 1,015.6	$ 706.636	$ -	76.4	1,147.1	8.9	12.8	83	2,293.6	46,205.8
ENERGY STAR Homes	1.95	$ 393.3	$ 164.704	$ 37.3	48.7	873.0	5.6	11.1	25	632.4	15,783.9
Home Performance with Energy Star	1.46	$ 984.0	$ 430.000	$ 243.4	66.1	1,062.4	9.4	11.9	76	2,270.4	45,510.0
ENERGY STAR Products	2.03	$ 1,191.7	$ 484.188	$ 102.7	1,662.7	10,584.0	459.1	207.3	20,890	373.9	5,465.3
Home Energy Reports	0.75	$ 215.9	$ 286.984	$ -	1,237.0	3,231.6	70.6	51.5	30,000	-	-
ISO-NE Forward Capacity Market Expenses	0.00	$ -	$ 14.000	$ -	-	-	-	-		-	-
Sub-Total Residential	**1.54**	**$ 3,800.6**	**$ 2,086.512**	**$ 383.3**	**3,090.8**	**16,898.2**	**553.6**	**294.6**	**51,074**	**5,570.3**	**112,965.1**
Commercial, Industrial & Municipal											
Large Business Energy Solutions	2.19	$ 4,291.0	$ 1,018.000	$ 942.3	3,251.3	44,359.4	406.5	432.4	21	-	-
Small Business Energy Solutions	1.65	$ 2,286.7	$ 779.756	$ 603.4	1,941.5	25,871.4	139.9	187.9	48	-	-
Municipal Energy Solutions	1.89	$ 540.1	$ 218.878	$ 67.5	422.2	6,293.3	31.2	26.7	26	90.0	1,800.0
Education	0.00	$ -	$ 37.369	$ -	-	-	-	-	-	-	-
ISO Forward Capacity Market Expenses	0.00	$ -	$ 16.165	$ -	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	**1.93**	**$ 7,117.8**	**$ 2,070.168**	**$ 1,613.3**	**5,614.9**	**76,524.2**	**577.6**	**647.0**	**95**	**90.0**	**1,800.0**
Total	**1.77**	**$ 10,918.4**	**$ 4,156.680**	**$ 1,996.6**	**8,705.8**	**93,422.3**	**1,131.2**	**941.7**	**51,169**	**5,660.3**	**114,765.1**

Annual kWh Savings	8,705,776	84.0%	**kWh > 55%**	**Lifetime** kWh Savings	93,422,310	73.5%	**kWh > 55%**
Annual MMBTU Savings (in kWh)	1,658,871	16.0%		**Lifetime** MMBTU Savings (in kWh)	33,634,319	26.5%	
	10,364,647	100.0%			**127,056,629**	100.0%	

Present Value Benefits - 2018 PLAN

		CAPACITY				ENERGY								
	Total Benefits ($000)	Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Gas Benefits	Gas DRIPE	Other Fuels Benefits	Water Benefits	Other Non-Resource Benefits
Residential Programs															
Home Energy Assistance	$ 1,015.6	$ 27.6	$ -	$ 3.8	$ 15.3	$ 22.9	$ 26.3	$ 9.6	$ 10.3	$ 0.5	$ -	$ -	$ 806.9	$ -	$ 92.3
ENERGY STAR Homes	$ 393.3	$ 24.1	$ -	$ 3.3	$ 13.4	$ 16.2	$ 20.6	$ 7.4	$ 8.5	$ 0.4	$ 0.1	$ 0.0	$ 261.8	$ 2.0	$ 35.6
Home Performance with Energy Star	$ 984.0	$ 25.5	$ -	$ 3.5	$ 14.2	$ 20.9	$ 23.3	$ 10.3	$ 9.7	$ 0.5	$ -	$ -	$ 786.6	$ -	$ 89.5
ENERGY STAR Products	$ 1,191.7	$ 135.1	$ -	$ 26.5	$ 107.6	$ 267.0	$ 160.7	$ 120.5	$ 68.5	$ 9.0	$ 12.0	$ 0.1	$ 69.3	$ 117.8	$ 97.6
Home Energy Reports	$ 215.9	$ 8.1	$ -	$ 2.6	$ 10.6	$ 70.6	$ 56.1	$ 23.8	$ 19.2	$ 5.3	$ -	$ -	$ -	$ -	$ 19.6
Sub-Total Residential	**$ 3,800.6**	**$ 220.5**	**$ -**	**$ 39.8**	**$ 161.1**	**$ 397.6**	**$ 287.0**	**$ 171.6**	**$ 116.2**	**$ 15.6**	**$ 12.1**	**$ 0.1**	**$ 1,924.6**	$ 119.8	$ 334.6
Commercial/Industrial Programs															
Large Business Energy Solutions	$ 4,291.0	$ 649.3	$ -	$ 101.7	$ 412.0	$ 1,086.7	$ 832.1	$ 471.8	$ 325.8	$ 21.6	$ -	$ -	$ -	$ -	$ 390.1
Small Business Energy Solutions	$ 2,286.7	$ 274.3	$ -	$ 43.4	$ 175.9	$ 596.8	$ 481.6	$ 278.6	$ 215.4	$ 12.8	$ -	$ -	$ -	$ -	$ 207.9
Municipal Energy Solutions	$ 540.1	$ 41.1	$ -	$ 6.4	$ 25.8	$ 144.9	$ 145.1	$ 48.0	$ 46.6	$ 2.9	$ -	$ -	$ 30.2	$ -	$ 49.1
Education	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Commercial & Industrial	**$ 7,117.8**	**$ 964.7**	**$ -**	**$ 151.4**	**$ 613.7**	**$ 1,828.4**	**$ 1,458.7**	**$ 798.4**	**$ 587.8**	**$ 37.3**	**$ -**	**$ -**	**$ 30.2**	**$ -**	**$ 647.1**
Total	**$ 10,918.4**	**$ 1,185.2**	**$ -**	**$ 191.2**	**$ 774.8**	**$ 2,226.0**	**$ 1,745.7**	**$ 970.1**	**$ 704.0**	**$ 52.9**	**$ 12.1**	**$ 0.1**	**$ 1,954.8**	**$ 119.8**	**$ 981.7**

Performance Incentive Calculation
2018

	Planned	Actual
Commercial/Industrial Incentive		
1. Benefit/Cost Ratio	**1.87**	
2. Threshold Benefit / Cost Ratio [1]	1.00	
3. Lifetime kWh Savings	**76,524,154**	
4. Threshold Lifetime kWh Savings (65%) [2]	49,740,700	
5. Implementation Expenses	$2,070,168	
6. Benefit / Cost Percentage of Implementaton Expenses	2.75%	
7. Lifetime kWh Percentage of Implementation Expenses	2.75%	
8. Commercial & Industrial Performance Incentive	$113,859	
9. Maximum Commercial & Industrial Performance Incentive (6.875%)	$142,324	
Residential Incentive		
10. Benefit / Cost Ratio	**1.47**	
11. Threshold Benefit / Cost Ratio [1]	1.00	
12. Lifetime kWh Savings	**16,898,156**	
13. Threshold Lifetime kWh Savings (65%)	10,983,801	
14. Implementation Expenses	$2,086,512	
15. Benefit / Cost Percentage of Implementation Expenses	2.75%	
16. Lifetime kWh Percentage of Implementation Expenses	2.75%	
17. Residential Performance Incentive	$114,758	
18. Maximum Residential Performance Incentive (6.875%)	$143,448	
19. TOTAL PLANNED / EARNED INCENTIVE	**$228,617**	

Notes

1. Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.
2. Actual Lifetime kWh Savings for each sector must be greater than or equal to 65% of projected savings.

Planned Versus Actual Benefit / Cost Ratio by Sector
2018

		Planned	Actual
Commercial & Industrial			
1. Benefits (Value) From Eligible Programs	$	7,117,804	
2. Implementation Expenses	$	2,070,168	
3. Customer Contribution	$	1,613,256	
4. Performance Incentive	$	113,859	
5. Total Costs	$	3,797,283	
6. Benefit/Cost Ratio - Commercial & Industrial Sector		**1.87**	
Residential			
7. Benefits (Value) From Eligible Programs	$	3,800,564	
8. Implementation Expenses	$	2,086,512	
9. Customer Contribution	$	383,340	
10. Performance Incentive	$	114,758	
11. Total Costs	$	2,584,610	
12. Benefit/Cost Ratio - Residential Sector		**1.47**	

Lifetime Energy Savings by Sector and Program
2018

	Lifetime kWh Savings	
	Planned	**Actual**
Commercial & Industrial		
Large Business Energy Solutions	44,359,389	
Small Business Energy Solutions	25,871,431	
Municipal Energy Solutions	6,293,333	
Total Commercial & Industrial	**76,524,154**	
Residential		
Home Energy Assistance	1,147,059	
ENERGY STAR Homes	873,014	
Home Performance with Energy Star	1,062,424	
ENERGY STAR Products	10,584,024	
Home Energy Reports	3,231,634	
Total Residential	**16,898,156**	

Program Cost-Effectiveness - 2019 PLAN

	Total Resource Benefit / Cost Ratio	Benefits ($000)	Utility Costs ($000)	Customer Costs ($000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
Residential Programs											
Home Energy Assistance	1.29	$ 1,079.4	$ 839.446	$ -	70.5	1,140.8	8.5	12.8	82	2,318.8	46,876.7
ENERGY STAR Homes	2.10	$ 511.2	$ 205.783	$ 38.1	65.1	1,216.2	6.9	15.1	29	724.0	18,056.5
Home Performance with Energy Star	1.49	$ 1,269.4	$ 522.000	$ 330.4	77.2	1,320.8	10.5	14.8	92	2,735.7	54,892.5
ENERGY STAR Products	2.06	$ 1,454.1	$ 617.955	$ 88.5	1,840.7	12,023.8	503.0	230.9	28,092	485.1	7,122.0
Home Energy Reports	1.27	$ 234.3	$ 184.985	$ -	1,013.0	3,074.1	70.6	51.5	30,000	-	-
ISO-NE Forward Capacity Market Expenses	0.00	$ -	$ 13.500	$ -	-	-	-	-		-	-
Sub-Total Residential	**1.60**	**$ 4,548.4**	**$ 2,383.669**	**$ 457.0**	**3,066.5**	**18,775.6**	**599.5**	**325.1**	**58,295**	**6,263.7**	**126,947.7**
Commercial, Industrial & Municipal											
Large Business Energy Solutions	2.12	$ 5,684.9	$ 1,259.359	$ 1,419.8	4,148.2	56,285.9	496.4	532.6	59	-	-
Small Business Energy Solutions	1.88	$ 3,039.7	$ 1,008.203	$ 605.3	2,413.7	32,517.6	169.4	234.7	56	-	-
Municipal Energy Solutions	2.15	$ 616.0	$ 218.878	$ 67.5	458.6	6,867.9	33.9	28.6	26	90.0	1,800.0
Education	0.00	$ -	$ 47.817	$ -	-	-	-	-	-	-	-
ISO Forward Capacity Market Expenses	0.00	$ -	$ 19.990	$ -	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	**2.01**	**$ 9,340.7**	**$ 2,554.247**	**$ 2,092.6**	**7,020.5**	**95,671.4**	**699.6**	**796.0**	**141**	**90.0**	**1,800.0**
Total	**1.85**	**$ 13,889.1**	**$ 4,937.917**	**$ 2,549.7**	**10,087.0**	**114,447.0**	**1,299.1**	**1,121.1**	**58,436**	**6,353.7**	**128,747.7**

Annual kWh Savings	10,087,000	84.4%	**kWh > 55%**	**Lifetime** kWh Savings	114,447,003	75.2%	**kWh > 55%**
Annual MMBTU Savings (in kWh)	1,862,079	15.6%		**Lifetime** MMBTU Savings (in kWh)	37,732,219	24.8%	
	11,949,079	100.0%			**152,179,222**	100.0%	

Present Value Benefits - 2019 PLAN

		CAPACITY				ENERGY									
	Total Benefits ($000)	Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Gas Benefits	Gas DRIPE	Other Fuels Benefits	Water Benefits	Other Non-Resource Benefits
Residential Programs															
Home Energy Assistance	$ 1,079.4	$ 29.5	$ -	$ 3.9	$ 15.6	$ 23.7	$ 27.9	$ 10.1	$ 11.0	$ 0.4	$ -	$ -	$ 859.3	$ -	$ 98.1
ENERGY STAR Homes	$ 511.2	$ 36.1	$ -	$ 4.7	$ 19.0	$ 23.5	$ 30.2	$ 11.0	$ 12.6	$ 0.4	$ 0.2	$ 0.0	$ 324.1	$ 3.3	$ 46.2
Home Performance with Energy Star	$ 1,269.4	$ 34.8	$ -	$ 4.5	$ 18.3	$ 26.8	$ 30.8	$ 13.6	$ 13.1	$ 0.4	$ -	$ -	$ 1,011.6	$ -	$ 115.4
ENERGY STAR Products	$ 1,454.1	$ 170.2	$ -	$ 30.6	$ 124.1	$ 324.2	$ 198.6	$ 149.9	$ 85.9	$ 6.5	$ 16.1	$ 0.1	$ 96.7	$ 130.8	$ 120.3
Home Energy Reports	$ 234.3	$ 12.0	$ -	$ 3.1	$ 12.4	$ 74.9	$ 59.3	$ 26.9	$ 21.5	$ 3.0	$ -	$ -	$ -	$ -	$ 21.3
Sub-Total Residential	**$ 4,548.4**	**$ 282.6**	**$ -**	**$ 46.8**	**$ 189.5**	**$ 473.1**	**$ 346.9**	**$ 211.5**	**$ 144.0**	**$ 10.6**	**$ 16.3**	**$ 0.1**	**$ 2,291.7**	$ 134.1	$ 401.3
Commercial/Industrial Programs															
Large Business Energy Solutions	$ 5,684.9	$ 865.9	$ -	$ 126.6	$ 512.9	$ 1,441.0	$ 1,121.8	$ 637.0	$ 443.1	$ 19.9	$ -	$ -	$ -	$ -	$ 516.8
Small Business Energy Solutions	$ 3,039.7	$ 381.4	$ -	$ 55.8	$ 225.9	$ 775.8	$ 626.7	$ 387.2	$ 299.1	$ 11.5	$ -	$ -	$ -	$ -	$ 276.3
Municipal Energy Solutions	$ 616.0	$ 47.9	$ -	$ 6.9	$ 28.1	$ 166.1	$ 168.1	$ 55.3	$ 53.3	$ 2.3	$ -	$ -	$ 31.9	$ -	$ 56.0
Education	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Commercial & Industrial	**$ 9,340.7**	**$ 1,295.3**	**$ -**	**$ 189.3**	**$ 767.0**	**$ 2,382.9**	**$ 1,916.6**	**$ 1,079.5**	**$ 795.5**	**$ 33.6**	**$ -**	**$ -**	**$ 31.9**	**$ -**	**$ 849.2**
Total	**$ 13,889.1**	**$ 1,577.9**	**$ -**	**$ 236.0**	**$ 956.5**	**$ 2,856.0**	**$ 2,263.4**	**$ 1,291.0**	**$ 939.5**	**$ 44.3**	**$ 16.3**	**$ 0.1**	**$ 2,323.6**	**$ 134.1**	**$ 1,250.5**

Performance Incentive Calculation
2019

	Planned	Actual
Commercial/Industrial Incentive		
1. Benefit/Cost Ratio	**1.95**	
2. Threshold Benefit / Cost Ratio [1]	1.00	
3. Lifetime kWh Savings	**95,671,362**	
4. Threshold Lifetime kWh Savings (65%) [2]	62,186,386	
5. Implementation Expenses	$2,554,247	
6. Benefit / Cost Percentage of Implementaton Expenses	2.75%	
7. Lifetime kWh Percentage of Implementation Expenses	2.75%	
8. Commercial & Industrial Performance Incentive	$140,484	
9. Maximum Commercial & Industrial Performance Incentive (6.875%)	$175,605	
Residential Incentive		
10. Benefit / Cost Ratio	**1.53**	
11. Threshold Benefit / Cost Ratio [1]	1.00	
12. Lifetime kWh Savings	**18,775,641**	
13. Threshold Lifetime kWh Savings (65%)	12,204,166	
14. Implementation Expenses	$2,383,669	
15. Benefit / Cost Percentage of Implementation Expenses	2.75%	
16. Lifetime kWh Percentage of Implementation Expenses	2.75%	
17. Residential Performance Incentive	$131,102	
18. Maximum Residential Performance Incentive (6.875%)	$163,877	
19. TOTAL PLANNED / EARNED INCENTIVE	**$271,585**	

Notes

1. Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.
2. Actual Lifetime kWh Savings for each sector must be greater than or equal to 65% of projected savings.

Planned Versus Actual Benefit / Cost Ratio by Sector
2019

		Planned	Actual
Commercial & Industrial			
1. Benefits (Value) From Eligible Programs	$	9,340,657	
2. Implementation Expenses	$	2,554,247	
3. Customer Contribution	$	2,092,620	
4. Performance Incentive	$	140,484	
5. Total Costs	$	4,787,351	
6. Benefit/Cost Ratio - Commercial & Industrial Sector		**1.95**	
Residential			
7. Benefits (Value) From Eligible Programs	$	4,548,450	
8. Implementation Expenses	$	2,383,669	
9. Customer Contribution	$	457,031	
10. Performance Incentive	$	131,102	
11. Total Costs	$	2,971,802	
12. Benefit/Cost Ratio - Residential Sector		**1.53**	

Lifetime Energy Savings by Sector and Program
2019

	Lifetime kWh Savings	
	Planned	**Actual**
Commercial & Industrial		
Large Business Energy Solutions	56,285,881	
Small Business Energy Solutions	32,517,624	
Municipal Energy Solutions	6,867,857	
Total Commercial & Industrial	**95,671,362**	
Residential		
Home Energy Assistance	1,140,768	
ENERGY STAR Homes	1,216,159	
Home Performance with Energy Star	1,320,770	
ENERGY STAR Products	12,023,832	
Home Energy Reports	3,074,112	
Total Residential	**18,775,641**	

Program Cost-Effectiveness - 2020 PLAN

	Total Resource Benefit / Cost Ratio	Benefits ($000)	Utility Costs ($000)	Customer Costs ($000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
Residential Programs											
Home Energy Assistance	1.45	$ 1,645.9	$ 1,131.599	$ -	86.2	1,441.8	10.8	16.0	120	3,423.5	69,303.6
ENERGY STAR Homes	2.33	$ 738.0	$ 257.650	$ 58.9	81.2	1,558.2	8.3	19.0	40	1,024.8	25,567.8
Home Performance with Energy Star	1.44	$ 1,660.3	$ 722.540	$ 428.2	91.0	1,635.1	12.0	18.3	114	3,391.2	68,130.0
ENERGY STAR Products	1.76	$ 1,936.7	$ 949.204	$ 151.2	2,215.8	14,872.1	593.5	285.4	44,001	645.1	9,493.4
Home Energy Reports	1.14	$ 213.7	$ 187.500	$ -	691.6	2,399.2	70.6	51.5	30,000	-	-
ISO-NE Forward Capacity Market Expenses	0.00	$ -	$ 20.500	$ -	-	-	-	-		-	-
Sub-Total Residential	**1.59**	**$ 6,194.6**	**$ 3,268.993**	**$ 638.3**	**3,165.8**	**21,906.3**	**695.1**	**390.3**	**74,275**	**8,484.6**	**172,494.8**
Commercial, Industrial & Municipal											
Large Business Energy Solutions	2.52	$ 8,801.0	$ 1,698.407	$ 1,794.1	6,129.1	83,006.7	708.6	771.7	79	-	-
Small Business Energy Solutions	1.88	$ 4,697.5	$ 1,390.000	$ 1,110.1	3,534.5	47,743.0	241.5	340.6	76	-	-
Municipal Energy Solutions	2.11	$ 610.6	$ 218.878	$ 70.9	429.7	6,398.3	32.6	28.0	26	90.0	1,800.0
Education	0.00	$ -	$ 58.191	$ -	-	-	-	-	-	-	-
ISO Forward Capacity Market Expenses	0.00	$ -	$ 22.000	$ -	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	**2.22**	**$ 14,109.1**	**$ 3,387.476**	**$ 2,975.1**	**10,093.2**	**137,148.0**	**982.7**	**1,140.4**	**181**	**90.0**	**1,800.0**
Total	**1.98**	**$ 20,303.7**	**$ 6,656.5**	**$ 3,613.4**	**13,259.0**	**159,054.3**	**1,677.9**	**1,530.6**	**74,456**	**8,574.6**	**174,294.8**

Annual kWh Savings	13,259,004	84.1%	**kWh > 55%**	**Lifetime** kWh Savings	159,054,255	75.7%	**kWh > 55%**
Annual MMBTU Savings (in kWh)	2,512,966	15.9%		**Lifetime** MMBTU Savings (in kWh)	51,080,753	24.3%	
	15,771,970	100.0%			**210,135,008**	100.0%	

Present Value Benefits - 2020 PLAN

		CAPACITY				ENERGY									
	Total Benefits ($000)	Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Gas Benefits	Gas DRIPE	Other Fuels Benefits	Water Benefits	Other Non-Resource Benefits
Residential Programs															
Home Energy Assistance	$ 1,645.9	$ 40.2	$ -	$ 4.9	$ 20.0	$ 31.3	$ 37.2	$ 13.4	$ 14.5	$ 0.4	$ -	$ -	$ 1,334.3	$ -	$ 149.6
ENERGY STAR Homes	$ 738.0	$ 49.9	$ -	$ 6.1	$ 24.7	$ 31.3	$ 40.5	$ 15.1	$ 17.1	$ 0.4	$ 0.2	$ 0.0	$ 482.1	$ 4.0	$ 66.7
Home Performance with Energy Star	$ 1,660.3	$ 47.2	$ -	$ 5.8	$ 23.4	$ 34.3	$ 40.3	$ 17.7	$ 17.2	$ 0.4	$ -	$ -	$ 1,323.0	$ -	$ 150.9
ENERGY STAR Products	$ 1,936.7	$ 248.7	$ -	$ 39.6	$ 160.5	$ 421.5	$ 261.5	$ 203.2	$ 118.4	$ 5.5	$ 22.0	$ 0.1	$ 136.8	$ 157.2	$ 161.8
Home Energy Reports	$ 213.7	$ 18.3	$ -	$ 3.5	$ 14.4	$ 63.8	$ 50.4	$ 23.7	$ 18.8	$ 1.3	$ -	$ -	$ -	$ -	$ 19.4
Sub-Total Residential	**$ 6,194.6**	**$ 404.3**	**$ -**	**$ 60.0**	**$ 243.0**	**$ 582.2**	**$ 429.9**	**$ 273.0**	**$ 186.0**	**$ 7.9**	**$ 22.1**	**$ 0.1**	**$ 3,276.2**	$ 161.2	$ 548.5
Commercial/Industrial Programs															
Large Business Energy Solutions	$ 8,801.0	$ 1,384.5	$ -	$ 186.2	$ 754.6	$ 2,212.5	$ 1,746.4	$ 1,001.3	$ 692.7	$ 22.7	$ -	$ -	$ -	$ -	$ 800.1
Small Business Energy Solutions	$ 4,697.5	$ 613.9	$ -	$ 82.4	$ 334.1	$ 1,179.2	$ 958.8	$ 614.3	$ 474.7	$ 13.1	$ -	$ -	$ -	$ -	$ 427.0
Municipal Energy Solutions	$ 610.6	$ 51.7	$ -	$ 6.9	$ 28.0	$ 161.6	$ 161.5	$ 56.5	$ 53.6	$ 1.7	$ -	$ -	$ 33.6	$ -	$ 55.5
Education	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Commercial & Industrial	**$ 14,109.1**	**$ 2,050.1**	**$ -**	**$ 275.6**	**$ 1,116.7**	**$ 3,553.3**	**$ 2,866.7**	**$ 1,672.1**	**$ 1,221.0**	**$ 37.5**	**$ -**	**$ -**	**$ 33.6**	**$ -**	**$ 1,282.6**
Total	**$ 20,303.7**	**$ 2,454.5**	**$ -**	**$ 335.5**	**$ 1,359.7**	**$ 4,135.5**	**$ 3,296.6**	**$ 1,945.1**	**$ 1,407.0**	**$ 45.4**	**$ 22.1**	**$ 0.1**	**$ 3,309.8**	**$ 161.2**	**$ 1,831.1**

Performance Incentive Calculation
2020

	Planned	Actual
Commercial/Industrial Incentive		
1. Benefit/Cost Ratio	**2.15**	
2. Threshold Benefit / Cost Ratio [1]	1.00	
3. Lifetime kWh Savings	**137,147,971**	
4. Threshold Lifetime kWh Savings (65%) [2]	89,146,181	
5. Implementation Expenses	$3,387,476	
6. Benefit / Cost Percentage of Implementaton Expenses	2.75%	
7. Lifetime kWh Percentage of Implementation Expenses	2.75%	
8. Commercial & Industrial Performance Incentive	$186,311	
9. Maximum Commercial & Industrial Performance Incentive (6.875%)	$232,889	
Residential Incentive		
10. Benefit / Cost Ratio	**1.52**	
11. Threshold Benefit / Cost Ratio [1]	1.00	
12. Lifetime kWh Savings	**21,906,284**	
13. Threshold Lifetime kWh Savings (65%)	14,239,084	
14. Implementation Expenses	$3,268,993	
15. Benefit / Cost Percentage of Implementation Expenses	2.75%	
16. Lifetime kWh Percentage of Implementation Expenses	2.75%	
17. Residential Performance Incentive	$179,795	
18. Maximum Residential Performance Incentive (6.875%)	$224,743	
19. TOTAL PLANNED / EARNED INCENTIVE	**$366,106**	

Notes

1. Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.
2. Actual Lifetime kWh Savings for each sector must be greater than or equal to 65% of projected savings.

Planned Versus Actual Benefit / Cost Ratio by Sector
2020

		Planned	Actual
Commercial & Industrial			
1. Benefits (Value) From Eligible Programs	$	14,109,112	
2. Implementation Expenses	$	3,387,476	
3. Customer Contribution	$	2,975,093	
4. Performance Incentive	$	186,311	
5. Total Costs	$	6,548,880	
6. Benefit/Cost Ratio - Commercial & Industrial Sector		**2.15**	
Residential			
7. Benefits (Value) From Eligible Programs	$	6,194,609	
8. Implementation Expenses	$	3,268,993	
9. Customer Contribution	$	638,275	
10. Performance Incentive	$	179,795	
11. Total Costs	$	4,087,063	
12. Benefit/Cost Ratio - Residential Sector		**1.52**	

Lifetime Energy Savings by Sector and Program
2020

	Lifetime kWh Savings	
	Planned	**Actual**
Commercial & Industrial		
Large Business Energy Solutions	83,006,657	
Small Business Energy Solutions	47,742,981	
Municipal Energy Solutions	6,398,333	
Total Commercial & Industrial	**137,147,971**	
Residential		
Home Energy Assistance	1,441,760	
ENERGY STAR Homes	1,558,163	
Home Performance with Energy Star	1,635,099	
ENERGY STAR Products	14,872,111	
Home Energy Reports	2,399,151	
Total Residential	**21,906,284**	

Program Cost-Effectiveness - 2018 PLAN

	Total Resource Benefit / Cost Ratio	Benefits ($000)	Utility Costs ($000)	Customer Costs ($000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
Residential Programs											
Home Energy Assistance	1.11	$ 1,351.4	$ 1,217.3	$ -	49.9	1,040.7	25.3	-	262	7,252.5	148,978.3
ENERGY STAR Homes	1.47	$ 398.3	$ 207.1	$ 64.5	40.3	1,006.9	-	-	69	1,582.7	39,568.1
Home Performance with Energy Star	1.29	$ 1,477.6	$ 767.2	$ 374.8	119.7	852.0	-	-	509	8,247.9	155,424.1
ENERGY STAR Products	1.01	$ 2,156.4	$ 1,091.7	$ 1,036.0	47.0	784.2	23.8	-	1,694	14,078.8	242,910.8
Home Energy Reports	0.87	$ 258.3	$ 296.6	$ -	-	-	-	-	38,000	7,480.0	28,860.0
Sub-Total Residential	**1.12**	**$ 5,642.0**	**$ 3,579.8**	**$ 1,475.2**	**256.9**	**3,683.8**	**49.0**	**-**	**40,533**	**38,641.9**	**615,741.3**
Commercial, Industrial & Municipal											
Large Business Energy Solutions	1.50	$ 5,715.8	$ 1,981.4	$ 1,828.0	-	-	-	-	100	56,640.6	714,335.5
Small Business Energy Solutions	1.52	$ 3,776.4	$ 1,521.3	$ 963.9	-	-	-	-	702	34,789.6	496,552.9
C&I Education	0.00	$ -	$ 78.0	$ -	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	**1.49**	**$ 9,492.2**	**$ 3,580.7**	**$ 2,791.9**	**-**	**-**	**-**	**-**	**803**	**91,430.1**	**1,210,888.4**
Total	**1.32**	**$ 15,134.2**	**$ 7,160.6**	**$ 4,267.1**	**256.9**	**3,683.8**	**49.0**	**-**	**41,336**	**130,072.0**	**1,826,629.7**

Present Value Benefits - 2018 PLAN

		CAPACITY				ENERGY									
	Total Benefits ($000)	Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Gas Benefits	Gas DRIPE	Other Fuels Benefits	Water Benefits	Other Non-Resource Benefits
Residential Programs															
Home Energy Assistance	$ 1,351.4	$ -	$ -	$ -	$ -	$ 34.4	$ 30.5	$ 0.5	$ 0.7	$ 0.4	$ 1,153.8	$ 8.2	$ -	$ -	$ 122.9
ENERGY STAR Homes	$ 398.3	$ -	$ -	$ -	$ -	$ 30.8	$ 32.5	$ -	$ -	$ 0.3	$ 296.5	$ 1.9	$ -	$ -	$ 36.2
Home Performance with Energy Star	$ 1,477.6	$ -	$ -	$ -	$ -	$ 15.1	$ 19.7	$ 6.3	$ 7.6	$ 0.7	$ 1,197.5	$ 9.2	$ -	$ 95.8	$ 125.6
ENERGY STAR Products	$ 2,156.4	$ -	$ -	$ -	$ -	$ 26.2	$ 23.0	$ 0.4	$ 0.5	$ 0.4	$ 1,894.6	$ 15.3	$ -	$ -	$ 196.0
Home Energy Reports	$ 258.3	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 229.2	$ 5.6	$ -	$ -	$ 23.5
Sub-Total Residential	**$ 5,642.0**	**$ -**	**$ -**	**$ -**	**$ -**	**$ 106.6**	**$ 105.8**	**$ 7.2**	**$ 8.7**	**$ 1.8**	**$ 4,771.7**	**$ 40.2**	**$ -**	**$ 95.8**	**$ 504.2**
Commercial/Industrial Programs															
Large Business Energy Solutions	$ 5,715.8	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 5,137.3	$ 58.9	$ -	$ -	$ 519.6
Small Business Energy Solutions	$ 3,776.4	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 3,256.2	$ 39.9	$ -	$ 150.7	$ 329.6
C&I Education	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Commercial & Industrial	**$ 9,492.2**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ 8,393.5**	**$ 98.8**	**$ -**	**$ 150.7**	**$ 849.2**
Total	**$ 15,134.2**	**$ -**	**$ -**	**$ -**	**$ -**	**$ 106.6**	**$ 105.8**	**$ 7.2**	**$ 8.7**	**$ 1.8**	**$ 13,165.2**	**$ 139.0**	**$ -**	**$ 246.5**	**$ 1,353.4**

Performance Incentive Calculation
2018

	Planned	Actual
Commercial/Industrial Incentive		
1. Benefit/Cost Ratio	**1.44**	
2. Threshold Benefit / Cost Ratio [1]	1.00	
3. Lifetime MMBtu Savings	**1,210,888**	
4. Threshold Lifetime MMBtu Savings (65%) [2]	787,077	
5. Implementation Expenses	$3,580,741	
6. Benefit / Cost Percentage of Implementaton Expenses	2.75%	
7. Lifetime MMBtu Percentage of Implementation Expenses	2.75%	
8. Commercial & Industrial Performance Incentive	$196,941	
9. Maximum Commercial & Industrial Performance Incentive (6.875%)	$246,176	
Residential Incentive		
10. Benefit / Cost Ratio	**1.07**	
11. Threshold Benefit / Cost Ratio [1]	1.00	
12. Lifetime MMBtu Savings	**615,741**	
13. Threshold Lifetime MMBtu Savings (65%) [2]	400,232	
14. Implementation Expenses	$3,579,834	
15. Benefit / Cost Percentage of Implementation Expenses	2.75%	
16. Lifetime MMBtu Percentage of Implementation Expenses	2.75%	
17. Residential Performance Incentive	$196,891	
18. Maximum Residential Performance Incentive (6.875%)	$246,114	
19. TOTAL PLANNED / EARNED INCENTIVE	**$393,832**	

Notes

1. Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.
2. Actual Lifetime MMBtu Savings for each sector must be greater than or equal to 65% of projected savings.
3. Benefit Cost ratios are Nominal$/Nominal$

Planned Versus Actual Benefit / Cost Ratio by Sector
2018

		Planned		Actual
Commercial & Industrial				
1. Benefits (Value) From Eligible Programs	$	9,492,221	$	-
2. Implementation Expenses	$	3,580,741	$	-
3. Customer Contribution	$	2,791,851	$	-
4. Performance Incentive	$	196,941	$	-
5. Total Costs	$	6,569,532	$	-
6. Benefit/Cost Ratio - Commercial & Industrial Sector		**1.44**		
Residential				
7. Benefits (Value) From Eligible Programs	$	5,641,977	$	-
8. Implementation Expenses	$	3,579,834	$	-
9. Customer Contribution	$	1,475,247	$	-
10. Performance Incentive	$	196,891	$	-
11. Total Costs	$	5,251,972	$	-
12. Benefit/Cost Ratio - Residential Sector		**1.07**		

Lifetime Energy Savings by Sector and Program
2018

	Lifetime MMBtu Savings	
	Planned	**Actual**
Commercial & Industrial		
Large Business Energy Solutions	714,335,481	
Small Business Energy Solutions	496,552,903	
Total Commercial & Industrial	**1,210,888,384**	
Residential		
Home Energy Assistance	148,978,288	
ENERGY STAR Homes	39,568,098	
Home Performance with Energy Star	155,424,106	
ENERGY STAR Products	242,910,800	
Home Energy Reports	28,860,000	
Total Residential	**615,741,292**	

Program Cost-Effectiveness - 2019 PLAN

	Total Resource Benefit / Cost Ratio	Benefits ($000)	Utility Costs ($000)	Customer Costs ($000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
Residential Programs											
Home Energy Assistance	1.12	$ 1,494.0	$ 1,330.8	$ -	52.9	1,103.1	26.8	-	277	7,714.4	158,452.5
ENERGY STAR Homes	1.57	$ 498.1	$ 243.4	$ 74.8	53.1	1,326.4	-	-	79	1,869.0	46,724.9
Home Performance with Energy Star	1.28	$ 1,550.6	$ 820.9	$ 386.7	121.4	862.3	-	-	515	8,325.0	156,771.7
ENERGY STAR Products	1.05	$ 2,411.1	$ 1,185.9	$ 1,111.8	52.3	871.0	26.5	-	1,825	15,099.4	260,397.0
Home Energy Reports	1.05	$ 271.5	$ 257.8	$ -	-	-	-	-	38,000	7,100.0	27,400.0
									-		
Sub-Total Residential	**1.15**	**$ 6,225.3**	**$ 3,838.7**	**$ 1,573.2**	**279.8**	**4,162.8**	**53.3**	**-**	**40,696**	**40,107.7**	**649,746.2**
Commercial, Industrial & Municipal											
Large Business Energy Solutions	1.52	$ 6,218.1	$ 2,175.3	$ 1,922.5	-	-	-	-	109	58,764.6	741,620.9
Small Business Energy Solutions	1.58	$ 4,432.0	$ 1,732.0	$ 1,069.0	-	-	-	-	837	39,207.6	563,568.9
C&I Education	0.00	$ -	$ 82.4	$ -	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	**1.53**	**$ 10,650.1**	**$ 3,989.7**	**$ 2,991.5**	**-**	**-**	**-**	**-**	**946**	**97,972.3**	**1,305,189.7**
Total	**1.36**	**$ 16,875.5**	**$ 7,828.4**	**$ 4,564.8**	**279.8**	**4,162.8**	**53.3**	**-**	**41,642**	**138,080.0**	**1,954,936.0**

Present Value Benefits - 2019 PLAN

		CAPACITY				ENERGY									
	Total Benefits ($000)	Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Gas Benefits	Gas DRIPE	Other Fuels Benefits	Water Benefits	Other Non-Resource Benefits
Residential Programs															
Home Energy Assistance	$ 1,494.0	$ -	$ -	$ -	$ -	$ 38.1	$ 33.9	$ 0.6	$ 0.7	$ 0.3	$ 1,278.0	$ 6.6	$ -	$ -	$ 135.8
ENERGY STAR Homes	$ 498.1	$ -	$ -	$ -	$ -	$ 42.3	$ 44.7	$ -	$ -	$ 0.3	$ 363.7	$ 1.8	$ -	$ -	$ 45.3
Home Performance with Energy Star	$ 1,550.6	$ -	$ -	$ -	$ -	$ 16.4	$ 21.3	$ 7.0	$ 8.4	$ 0.4	$ 1,259.2	$ 7.0	$ -	$ 98.8	$ 132.0
ENERGY STAR Products	$ 2,411.1	$ -	$ -	$ -	$ -	$ 30.5	$ 26.9	$ 0.4	$ 0.6	$ 0.3	$ 2,121.1	$ 12.2	$ -	$ -	$ 219.2
Home Energy Reports	$ 271.5	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 243.5	$ 3.3	$ -	$ -	$ 24.7
Sub-Total Residential	**$ 6,225.3**	**$ -**	**$ -**	**$ -**	**$ -**	**$ 127.2**	**$ 126.8**	**$ 8.0**	**$ 9.7**	**$ 1.4**	**$ 5,265.5**	**$ 31.0**	**$ -**	**$ 98.8**	**$ 557.0**
Commercial/Industrial Programs															
Large Business Energy Solutions	$ 6,218.1	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 5,607.9	$ 44.9	$ -	$ -	$ 565.3
Small Business Energy Solutions	$ 4,432.0	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 3,838.5	$ 34.5	$ -	$ 171.7	$ 387.3
C&I Education	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Commercial & Industrial	**$ 10,650.1**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ 9,446.5**	**$ 79.4**	**$ -**	**$ 171.7**	**$ 952.6**
Total	**$ 16,875.5**	**$ -**	**$ -**	**$ -**	**$ -**	**$ 127.2**	**$ 126.8**	**$ 8.0**	**$ 9.7**	**$ 1.4**	**$ 14,711.9**	**$ 110.4**	**$ -**	**$ 270.5**	**$ 1,509.5**

Performance Incentive Calculation
2019

	Planned	Actual
Commercial/Industrial Incentive		
1. Benefit/Cost Ratio	**1.48**	
2. Threshold Benefit / Cost Ratio [1]	1.00	
3. Lifetime MMBtu Savings	**1,305,190**	
4. Threshold Lifetime MMBtu Savings (65%) [2]	848,373	
5. Implementation Expenses	$3,989,684	
6. Benefit / Cost Percentage of Implementaton Expenses	2.75%	
7. Lifetime MMBtu Percentage of Implementation Expenses	2.75%	
8. Commercial & Industrial Performance Incentive	$219,433	
9. Maximum Commercial & Industrial Performance Incentive (6.875%)	$274,291	
Residential Incentive		
10. Benefit / Cost Ratio	**1.11**	
11. Threshold Benefit / Cost Ratio [1]	1.00	
12. Lifetime MMBtu Savings	**649,746**	
13. Threshold Lifetime MMBtu Savings (65%) [2]	422,335	
14. Implementation Expenses	$3,838,710	
15. Benefit / Cost Percentage of Implementation Expenses	2.75%	
16. Lifetime MMBtu Percentage of Implementation Expenses	2.75%	
17. Residential Performance Incentive	$211,129	
18. Maximum Residential Performance Incentive (6.875%)	$263,911	
19. TOTAL PLANNED / EARNED INCENTIVE	**$430,562**	

Notes

1. Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.
2. Actual Lifetime MMBtu Savings for each sector must be greater than or equal to 65% of projected savings.
3. Benefit Cost ratios are Nominal$/Nominal$

Planned Versus Actual Benefit / Cost Ratio by Sector
2019

		Planned		Actual
Commercial & Industrial				
1. Benefits (Value) From Eligible Programs	$	10,650,112	$	-
2. Implementation Expenses	$	3,989,684	$	-
3. Customer Contribution	$	2,991,524	$	-
4. Performance Incentive	$	219,433	$	-
5. Total Costs	$	7,200,641	$	-
6. Benefit/Cost Ratio - Commercial & Industrial Sector		**1.48**		
Residential				
7. Benefits (Value) From Eligible Programs	$	6,225,344	$	-
8. Implementation Expenses	$	3,838,710	$	-
9. Customer Contribution	$	1,573,243	$	-
10. Performance Incentive	$	211,129	$	-
11. Total Costs	$	5,623,082	$	-
12. Benefit/Cost Ratio - Residential Sector		**1.11**		

Lifetime Energy Savings by Sector and Program
2019

	Lifetime MMBtu Savings	
	Planned	**Actual**
Commercial & Industrial		
Large Business Energy Solutions	741,620,884	
Small Business Energy Solutions	563,568,858	
Total Commercial & Industrial	**1,305,189,742**	
Residential		
Home Energy Assistance	158,452,530	
ENERGY STAR Homes	46,724,944	
Home Performance with Energy Star	156,771,749	
ENERGY STAR Products	260,397,000	
Home Energy Reports	27,400,000	
Total Residential	**649,746,222**	

Program Cost-Effectiveness - 2020 PLAN

	Total Resource Benefit / Cost Ratio	Benefits ($000)	Utility Costs ($000)	Customer Costs ($000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
Residential Programs											
Home Energy Assistance	1.13	$ 1,637.1	$ 1,443.2	$ -	56.5	1,176.5	28.6	-	296	8,228.0	169,002.0
ENERGY STAR Homes	1.61	$ 573.3	$ 272.1	$ 83.4	61.5	1,537.1	-	-	86	2,073.0	51,826.1
Home Performance with Energy Star	1.22	$ 1,648.3	$ 923.2	$ 428.0	125.6	891.6	-	-	533	8,610.2	162,151.2
ENERGY STAR Products	1.09	$ 2,649.6	$ 1,257.2	$ 1,174.6	58.6	973.6	29.7	-	1,956	16,126.8	277,836.4
Home Energy Reports	1.11	$ 319.3	$ 287.0	$ -	-	-	-	-	38,000	8,560.0	30,790.0
Sub-Total Residential	**1.16**	**$ 6,827.6**	**$ 4,182.7**	**$ 1,686.1**	**302.1**	**4,578.9**	**58.2**	**-**	**40,871**	**43,598.1**	**691,605.7**
Commercial, Industrial & Municipal											
Large Business Energy Solutions	1.51	$ 6,623.5	$ 2,360.6	$ 2,019.6	-	-	-	-	117	60,902.6	766,610.6
Small Business Energy Solutions	1.64	$ 4,939.6	$ 1,858.2	$ 1,154.1	-	-	-	-	937	42,428.3	611,486.7
C&I Education	0.00	$ -	$ 87.9	$ -	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	**1.55**	**$ 11,563.1**	**$ 4,306.7**	**$ 3,173.7**	**-**	**-**	**-**	**-**	**1,054**	**103,330.9**	**1,378,097.3**
Total	**1.38**	**$ 18,390.7**	**$ 8,489.4**	**$ 4,859.8**	**302.1**	**4,578.9**	**58.2**	**-**	**41,924**	**146,929.0**	**2,069,702.9**

Present Value Benefits - 2020 PLAN

		CAPACITY				ENERGY									
	Total Benefits ($000)	Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Gas Benefits	Gas DRIPE	Other Fuels Benefits	Water Benefits	Other Non-Resource Benefits
Residential Programs															
Home Energy Assistance	$ 1,637.1	$ -	$ -	$ -	$ -	$ 42.3	$ 37.7	$ 0.6	$ 0.8	$ 0.3	$ 1,400.8	$ 5.7	$ -	$ -	$ 148.8
ENERGY STAR Homes	$ 573.3	$ -	$ -	$ -	$ -	$ 51.0	$ 54.0	$ -	$ -	$ 0.3	$ 414.2	$ 1.6	$ -	$ -	$ 52.1
Home Performance with Energy Star	$ 1,648.3	$ -	$ -	$ -	$ -	$ 18.0	$ 23.4	$ 7.9	$ 9.4	$ 0.3	$ 1,339.2	$ 5.9	$ -	$ 103.8	$ 140.4
ENERGY STAR Products	$ 2,649.6	$ -	$ -	$ -	$ -	$ 35.5	$ 31.4	$ 0.5	$ 0.7	$ 0.2	$ 2,330.0	$ 10.4	$ -	$ -	$ 240.9
Home Energy Reports	$ 319.3	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 287.8	$ 2.5	$ -	$ -	$ 29.0
Sub-Total Residential	**$ 6,827.6**	**$ -**	**$ -**	**$ -**	**$ -**	**$ 146.8**	**$ 146.6**	**$ 9.0**	**$ 10.9**	**$ 1.2**	**$ 5,772.1**	**$ 26.0**	**$ -**	**$ 103.8**	**$ 611.3**
Commercial/Industrial Programs															
Large Business Energy Solutions	$ 6,623.5	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 5,985.1	$ 36.3	$ -	$ -	$ 602.1
Small Business Energy Solutions	$ 4,939.6	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 4,284.4	$ 30.4	$ -	$ 193.3	$ 431.5
C&I Education	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Commercial & Industrial	**$ 11,563.1**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ -**	**$ 10,269.5**	**$ 66.7**	**$ -**	**$ 193.3**	**$ 1,033.6**
Total	**$ 18,390.7**	**$ -**	**$ -**	**$ -**	**$ -**	**$ 146.8**	**$ 146.6**	**$ 9.0**	**$ 10.9**	**$ 1.2**	**$ 16,041.6**	**$ 92.8**	**$ -**	**$ 297.0**	**$ 1,644.9**

Performance Incentive Calculation
2020

	Planned	Actual
Commercial/Industrial Incentive		
1. Benefit/Cost Ratio	**1.50**	
2. Threshold Benefit / Cost Ratio [1]	1.00	
3. Lifetime MMBtu Savings	**1,378,097**	
4. Threshold Lifetime MMBtu Savings (65%) [2]	895,763	
5. Implementation Expenses	$4,306,709	
6. Benefit / Cost Percentage of Implementaton Expenses	2.75%	
7. Lifetime MMBtu Percentage of Implementation Expenses	2.75%	
8. Commercial & Industrial Performance Incentive	$236,869	
9. Maximum Commercial & Industrial Performance Incentive (6.875%)	$296,086	
Residential Incentive		
10. Benefit / Cost Ratio	**1.12**	
11. Threshold Benefit / Cost Ratio [1]	1.00	
12. Lifetime MMBtu Savings	**691,606**	
13. Threshold Lifetime MMBtu Savings (65%) [2]	449,544	
14. Implementation Expenses	$4,182,683	
15. Benefit / Cost Percentage of Implementation Expenses	2.75%	
16. Lifetime MMBtu Percentage of Implementation Expenses	2.75%	
17. Residential Performance Incentive	$230,048	
18. Maximum Residential Performance Incentive (6.875%)	$287,559	
19. TOTAL PLANNED / EARNED INCENTIVE	**$466,917**	

Notes

1. Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.
2. Actual Lifetime MMBtu Savings for each sector must be greater than or equal to 65% of projected savings.
3. Benefit Cost ratios are Nominal$/Nominal$

Planned Versus Actual Benefit / Cost Ratio by Sector
2020

		Planned		Actual
Commercial & Industrial				
1. Benefits (Value) From Eligible Programs	$	11,563,130	$	-
2. Implementation Expenses	$	4,306,709	$	-
3. Customer Contribution	$	3,173,729	$	-
4. Performance Incentive	$	236,869	$	-
5. Total Costs	$	7,717,307	$	-
6. Benefit/Cost Ratio - Commercial & Industrial Sector		**1.50**		
Residential				
7. Benefits (Value) From Eligible Programs	$	6,827,586	$	-
8. Implementation Expenses	$	4,182,683	$	-
9. Customer Contribution	$	1,686,056	$	-
10. Performance Incentive	$	230,048	$	-
11. Total Costs	$	6,098,786	$	-
12. Benefit/Cost Ratio - Residential Sector		**1.12**		

Lifetime Energy Savings by Sector and Program
2020

	Lifetime MMBtu Savings	
	Planned	**Actual**
Commercial & Industrial		
Large Business Energy Solutions	766,610,580	
Small Business Energy Solutions	611,486,683	
Total Commercial & Industrial	**1,378,097,263**	
Residential		
Home Energy Assistance	169,002,047	
ENERGY STAR Homes	51,826,074	
Home Performance with Energy Star	162,151,159	
ENERGY STAR Products	277,836,400	
Home Energy Reports	30,790,000	
Total Residential	**691,605,680**	

Program Cost-Effectiveness - 2018 PLAN

	Total Resource Benefit / Cost Ratio	Benefit ($000)	Utility Costs ($000)	Customer Costs ($000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
Residential Programs											
Home Energy Assistance	1.00	$ 340.5	$ 339.5	$ -	19.1	151.2	1.8	1.1	60	1,859.4	38,285.3
ENERGY STAR Homes	1.07	$ 269.3	$ 174.0	$ 77.1	7.2	51.9	1.3	0.5	39	1,312.5	32,046.0
Home Performance with Energy Star	1.02	$ 246.9	$ 183.0	$ 58.7	23.3	219.0	4.4	3.6	89	1,381.3	24,573.3
ENERGY STAR Products	1.14	$ 549.2	$ 293.6	$ 190.1	17.0	264.8	8.6	-	458	3,629.4	60,691.6
Home Energy Reports	0.77	$ 111.9	$ 145.1	$ -	-	-	-	-	10,000	4,980.0	13,010.0
Sub-Total Residential	**1.04**	**$ 1,517.8**	**$ 1,135.2**	**$ 325.9**	**66.6**	**686.9**	**16.1**	**5.2**	**10,646**	**13,162.5**	**168,606.2**
Commercial, Industrial & Municipal											
Large Business Energy Solutions	1.73	$ 1,566.6	$ 535.0	$ 372.9	-	-	-	-	60	14,000.2	203,586.7
Small Business Energy Solutions	1.50	$ 774.9	$ 310.3	$ 205.3	1.5	27.2	0.1	-	262	6,380.9	107,870.9
C&I Education		$ -	$ 16.7	$ -	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	**1.63**	**$ 2,341.5**	**$ 862.0**	**$ 578.2**	**1.5**	**27.2**	**0.1**	**-**	**322**	**20,381.1**	**311,457.6**
Total	**1.33**	**$ 3,859.3**	**$ 1,997.2**	**$ 904.1**	**68.1**	**714.1**	**16.2**	**5.2**	**10,968**	**33,543.6**	**480,063.8**

Present Value Benefits - 2018 PLAN

		CAPACITY				ENERGY								
	Total Benefits ($000)	Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Gas Benefit	Gas DRIPE	Other Fuels Benefit	Water Benefit	Other Non-Resource Benefit
Residential Programs															
Home Energy Assistance	$ 340.5	$ 1.9	$ -	$ 0.3	$ 1.1	$ 3.7	$ 2.9	$ 1.4	$ 1.0	$ 0.1	$ 294.2	$ 2.1	$ -	$ 1.0	$ 30.9
ENERGY STAR Homes	$ 269.3	$ 0.3	$ -	$ 0.1	$ 0.2	$ 1.5	$ 0.7	$ 0.6	$ 0.3	$ 0.0	$ 239.0	$ 1.6	$ -	$ 0.6	$ 24.4
Home Performance with Energy Star	$ 246.9	$ 5.7	$ -	$ 0.8	$ 3.4	$ 4.8	$ 4.4	$ 2.0	$ 1.8	$ 0.1	$ 191.2	$ 1.5	$ -	$ 9.5	$ 21.6
ENERGY STAR Products	$ 549.2	$ -	$ -	$ -	$ -	$ 8.9	$ 7.8	$ 0.1	$ 0.2	$ 0.1	$ 478.3	$ 3.9	$ -	$ -	$ 49.9
Home Energy Reports	$ 111.9	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 98.5	$ 3.2	$ -	$ -	$ 10.2
Sub-Total Residential	**$ 1,517.8**	**$ 7.9**	**$ -**	**$ 1.2**	**$ 4.7**	**$ 18.8**	**$ 15.8**	**$ 4.2**	**$ 3.2**	**$ 0.4**	**$ 1,301.3**	**$ 12.3**	**$ -**	$ 11.1	$ 137.0
Commercial/Industrial Programs															
Large Business Energy Solutions	$ 1,566.6	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 1,408.5	$ 15.7	$ -	$ -	$ 142.4
Small Business Energy Solutions	$ 774.9	$ -	$ -	$ -	$ -	$ 0.7	$ 1.0	$ -	$ 0.0	$ 0.0	$ 686.2	$ 7.9	$ -	$ 9.5	$ 69.6
C&I Education	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Commercial & Industrial	**$ 2,341.5**	**$ -**	**$ -**	**$ -**	**$ -**	**$ 0.7**	**$ 1.0**	**$ -**	**$ 0.0**	**$ 0.0**	**$ 2,094.7**	**$ 23.5**	**$ -**	**$ 9.5**	**$ 212.0**
Total	**$ 3,859.3**	**$ 7.9**	**$ -**	**$ 1.2**	**$ 4.7**	**$ 19.5**	**$ 16.8**	**$ 4.2**	**$ 3.2**	**$ 0.4**	**$ 3,396.0**	**$ 35.8**	**$ -**	**$ 20.6**	**$ 349.0**

Performance Incentive Calculation
2018

	Planned	Actual
Commercial/Industrial Incentive		
1. Benefit/Cost Ratio	**1.57**	
2. Threshold Benefit / Cost Ratio [1]	1.00	
3. Lifetime MMBtu Savings	**311,458**	
4. Threshold Lifetime MMBtu Savings (65%) [2]	202,447	
5. Implementation Expenses	$862,008	
6. Benefit / Cost Percentage of Implementaton Expenses	2.75%	
7. Lifetime MMBtu Percentage of Implementation Expenses	2.75%	
8. Commercial & Industrial Performance Incentive	$47,410	
9. Maximum Commercial & Industrial Performance Incentive (6.875%)	$59,263	
Residential Incentive		
10. Benefit / Cost Ratio	**1.00**	
11. Threshold Benefit / Cost Ratio [1]	1.00	
12. Lifetime MMBtu Savings	**168,606**	
13. Threshold Lifetime MMBtu Savings (65%) [2]	109,594	
14. Implementation Expenses	$1,135,230	
15. Benefit / Cost Percentage of Implementation Expenses	2.75%	
16. Lifetime MMBtu Percentage of Implementation Expenses	2.75%	
17. Residential Performance Incentive	$62,438	
18. Maximum Residential Performance Incentive (6.875%)	$78,047	
19. TOTAL PLANNED / EARNED INCENTIVE	**$109,848**	

Notes

[1] Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.

[2] Actual Lifetime MMBtu Savings for each sector must be greater than or equal to 65% of projected savings.

Planned Versus Actual Benefit / Cost Ratio by Sector
2018

		Planned	Actual
Commercial & Industrial			
1. Benefits (Value) From Eligible Programs	$	2,341,473	
2. Implementation Expenses	$	862,008	
3. Customer Contribution	$	578,226	
4. Performance Incentive	$	47,410	
5. Total Costs	$	1,487,644	
6. Benefit/Cost Ratio - Commercial & Industrial Sector		**1.57**	
Residential			
7. Benefits (Value) From Eligible Programs	$	1,517,785	
8. Implementation Expenses	$	1,135,230	
9. Customer Contribution	$	325,905	
10. Performance Incentive	$	62,438	
11. Total Costs	$	1,523,572	
12. Benefit/Cost Ratio - Residential Sector		**1.00**	

Lifetime Energy Savings by Sector and Program
2018

	Lifetime MMBtu Savings	
	Planned	**Actual**
Commercial & Industrial		
Large Business Energy Solutions	203,586,714	
Small Business Energy Solutions	107,870,867	
Total Commercial & Industrial	**311,457,580**	
Residential		
Home Energy Assistance	38,285,272	
ENERGY STAR Homes	32,046,000	
Home Performance with Energy Star	24,573,300	
ENERGY STAR Products	60,691,600	
Home Energy Reports	13,010,000	
Total Residential	**168,606,172**	

Program Cost-Effectiveness - 2019 PLAN

	Total Resource Benefit / Cost Ratio	Benefit ($000)	Utility Costs ($000)	Customer Costs ($000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
Residential Programs											
Home Energy Assistance	0.99	$ 369.8	$ 374.0	$ -	16.9	143.4	1.7	1.0	62	1,964.6	40,000.9
ENERGY STAR Homes	1.11	$ 306.8	$ 191.4	$ 84.2	9.2	64.2	1.7	0.6	43	1,436.1	35,031.0
Home Performance with Energy Star	1.01	$ 266.9	$ 204.2	$ 61.0	19.4	202.4	3.2	2.6	100	1,473.7	25,814.4
ENERGY STAR Products	1.21	$ 630.1	$ 315.2	$ 205.7	19.9	312.6	10.0	-	502	4,000.8	66,448.6
Home Energy Reports	1.02	$ 95.6	$ 93.3	$ -	-	-	-	-	10,000	3,170.0	9,620.0
									-		
Sub-Total Residential	**1.09**	**$ 1,669.1**	**$ 1,178.2**	**$ 350.9**	**65.4**	**722.6**	**16.7**	**4.2**	**10,707**	**12,045.2**	**176,914.9**
Commercial, Industrial & Municipal											
Large Business Energy Solutions	1.83	$ 1,933.1	$ 623.0	$ 431.6	-	-	-	-	72	16,432.7	241,209.7
Small Business Energy Solutions	1.60	$ 989.9	$ 380.5	$ 239.7	1.5	27.2	0.1	-	317	8,229.1	130,383.7
C&I Education		$ -	$ 18.4	$ -	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	**1.73**	**$ 2,923.0**	**$ 1,022.0**	**$ 671.4**	**1.5**	**27.2**	**0.1**	**-**	**389**	**24,661.8**	**371,593.3**
Total	**1.43**	**$ 4,592.2**	**$ 2,200.1**	**$ 1,022.3**	**66.9**	**749.8**	**16.8**	**4.2**	**11,096**	**36,707.1**	**548,508.2**

Present Value Benefits - 2019 PLAN

		CAPACITY				ENERGY								
	Total Benefits ($000)	Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Gas Benefit	Gas DRIPE	Other Fuels Benefit	Water Benefit	Other Non-Resource Benefit
Residential Programs															
Home Energy Assistance	$ 369.8	$ 2.0	$ -	$ 0.3	$ 1.1	$ 3.7	$ 3.0	$ 1.4	$ 1.0	$ 0.1	$ 320.3	$ 1.7	$ -	$ 1.3	$ 34.0
ENERGY STAR Homes	$ 306.8	$ 0.4	$ -	$ 0.1	$ 0.3	$ 1.9	$ 1.0	$ 0.8	$ 0.4	$ 0.0	$ 271.4	$ 1.4	$ -	$ 1.0	$ 28.2
Home Performance with Energy Star	$ 266.9	$ 4.7	$ -	$ 0.6	$ 2.6	$ 4.5	$ 4.5	$ 2.0	$ 1.8	$ 0.1	$ 209.8	$ 1.2	$ -	$ 11.5	$ 23.5
ENERGY STAR Products	$ 630.1	$ -	$ -	$ -	$ -	$ 11.0	$ 9.6	$ 0.2	$ 0.2	$ 0.1	$ 547.7	$ 3.2	$ -	$ -	$ 58.1
Home Energy Reports	$ 95.6	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 85.4	$ 1.4	$ -	$ -	$ 8.8
Sub-Total Residential	**$ 1,669.1**	**$ 7.1**	**$ -**	**$ 1.0**	**$ 4.0**	**$ 21.1**	**$ 18.1**	**$ 4.4**	**$ 3.4**	**$ 0.3**	**$ 1,434.6**	**$ 8.8**	**$ -**	$ 13.7	$ 152.6
Commercial/Industrial Programs															
Large Business Energy Solutions	$ 1,933.1	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 1,741.0	$ 13.9	$ -	$ -	$ 178.2
Small Business Energy Solutions	$ 989.9	$ -	$ -	$ -	$ -	$ 0.7	$ 1.0	$ -	$ 0.0	$ 0.0	$ 875.2	$ 7.6	$ -	$ 15.5	$ 89.8
C&I Education	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Commercial & Industrial	**$ 2,923.0**	**$ -**	**$ -**	**$ -**	**$ -**	**$ 0.7**	**$ 1.0**	**$ -**	**$ 0.0**	**$ 0.0**	**$ 2,616.2**	**$ 21.5**	**$ -**	**$ 15.5**	**$ 268.1**
Total	**$ 4,592.2**	**$ 7.1**	**$ -**	**$ 1.0**	**$ 4.0**	**$ 21.9**	**$ 19.1**	**$ 4.4**	**$ 3.4**	**$ 0.3**	**$ 4,050.8**	**$ 30.3**	**$ -**	**$ 29.2**	**$ 420.7**

Performance Incentive Calculation
2019

	Planned	Actual
Commercial/Industrial Incentive		
1. Benefit/Cost Ratio	**1.67**	
2. Threshold Benefit / Cost Ratio [1]	1.00	
3. Lifetime MMBtu Savings	**371,593**	
4. Threshold Lifetime MMBtu Savings (65%) [2]	241,536	
5. Implementation Expenses	$1,021,951	
6. Benefit / Cost Percentage of Implementaton Expenses	2.75%	
7. Lifetime MMBtu Percentage of Implementation Expenses	2.75%	
8. Commercial & Industrial Performance Incentive	$56,207	
9. Maximum Commercial & Industrial Performance Incentive (6.875%)	$70,259	
Residential Incentive		
10. Benefit / Cost Ratio	**1.05**	
11. Threshold Benefit / Cost Ratio [1]	1.00	
12. Lifetime MMBtu Savings	**176,915**	
13. Threshold Lifetime MMBtu Savings (65%) [2]	114,995	
14. Implementation Expenses	$1,178,199	
15. Benefit / Cost Percentage of Implementation Expenses	2.75%	
16. Lifetime MMBtu Percentage of Implementation Expenses	2.75%	
17. Residential Performance Incentive	$64,801	
18. Maximum Residential Performance Incentive (6.875%)	$81,001	
19. TOTAL PLANNED / EARNED INCENTIVE	**$121,008**	

Notes

[1] Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.

[2] Actual Lifetime MMBtu Savings for each sector must be greater than or equal to 65% of projected savings.

Planned Versus Actual Benefit / Cost Ratio by Sector
2019

		Planned	Actual
Commercial & Industrial			
1. Benefits (Value) From Eligible Programs	$	2,923,045	
2. Implementation Expenses	$	1,021,951	
3. Customer Contribution	$	671,379	
4. Performance Incentive	$	56,207	
5. Total Costs	$	1,749,538	
6. Benefit/Cost Ratio - Commercial & Industrial Sector		**1.67**	
Residential			
7. Benefits (Value) From Eligible Programs	$	1,669,140	
8. Implementation Expenses	$	1,178,199	
9. Customer Contribution	$	350,915	
10. Performance Incentive	$	64,801	
11. Total Costs	$	1,593,915	
12. Benefit/Cost Ratio - Residential Sector		**1.05**	

Lifetime Energy Savings by Sector and Program
2019

	Lifetime MMBtu Savings	
	Planned	**Actual**
Commercial & Industrial		
Large Business Energy Solutions	241,209,657	
Small Business Energy Solutions	130,383,663	
Total Commercial & Industrial	**371,593,319**	
Residential		
Home Energy Assistance	40,000,861	
ENERGY STAR Homes	35,031,000	
Home Performance with Energy Star	25,814,400	
ENERGY STAR Products	66,448,600	
Home Energy Reports	9,620,000	
Total Residential	**176,914,861**	

Program Cost-Effectiveness - 2020 PLAN

	Total Resource Benefit / Cost Ratio	Benefit ($000)	Utility Costs ($000)	Customer Costs ($000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
Residential Programs											
Home Energy Assistance	0.98	$ 400.8	$ 410.2	$ -	20.7	167.8	2.1	1.1	64	2,055.3	41,991.6
ENERGY STAR Homes	1.13	$ 326.5	$ 201.7	$ 86.9	9.6	67.6	1.8	0.7	44	1,486.0	36,212.0
Home Performance with Energy Star	1.02	$ 286.8	$ 218.4	$ 62.1	21.3	214.4	3.6	2.8	114	1,547.1	26,682.0
ENERGY STAR Products	1.26	$ 704.9	$ 337.0	$ 221.7	22.0	347.1	11.2	-	550	4,351.3	72,102.4
Home Energy Reports	0.82	$ 76.1	$ 93.3	$ -	-	-	-	-	10,000	2,110.0	7,320.0
Sub-Total Residential	**1.10**	**$ 1,795.1**	**$ 1,260.7**	**$ 370.8**	**73.6**	**796.9**	**18.7**	**4.6**	**10,772**	**11,549.7**	**184,308.0**
Commercial, Industrial & Municipal											
Large Business Energy Solutions	1.93	$ 2,361.8	$ 726.1	$ 500.5	-	-	-	-	85	19,311.0	285,853.4
Small Business Energy Solutions	1.83	$ 1,236.7	$ 407.5	$ 268.4	1.8	33.3	0.1	-	351	9,382.7	159,340.6
C&I Education	0.00	$ -	$ 18.6	$ -	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	**1.87**	**$ 3,598.5**	**$ 1,152.1**	**$ 768.9**	**1.8**	**33.3**	**0.1**	**-**	**436**	**28,693.7**	**445,194.0**
Total	**1.52**	**$ 5,393.6**	**$ 2,412.8**	**$ 1,139.6**	**75.5**	**830.1**	**18.8**	**4.6**	**11,208**	**40,243.4**	**629,502.0**

Present Value Benefits - 2020 PLAN

		CAPACITY				ENERGY								
	Total Benefits ($000)	Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Gas Benefit	Gas DRIPE	Other Fuels Benefit	Water Benefit	Other Non-Resource Benefit
Residential Programs															
Home Energy Assistance	$ 400.8	$ 2.3	$ -	$ 0.3	$ 1.2	$ 4.7	$ 3.6	$ 1.8	$ 1.2	$ 0.1	$ 345.7	$ 1.4	$ -	$ 1.1	$ 37.4
ENERGY STAR Homes	$ 326.5	$ 0.5	$ -	$ 0.1	$ 0.3	$ 2.1	$ 1.1	$ 0.9	$ 0.4	$ 0.0	$ 288.1	$ 1.2	$ -	$ 1.3	$ 30.4
Home Performance with Energy Star	$ 286.8	$ 5.3	$ -	$ 0.7	$ 2.7	$ 5.1	$ 4.9	$ 2.3	$ 2.0	$ 0.1	$ 223.1	$ 1.0	$ -	$ 14.1	$ 25.5
ENERGY STAR Products	$ 704.9	$ -	$ -	$ -	$ -	$ 12.7	$ 11.2	$ 0.2	$ 0.2	$ 0.1	$ 611.9	$ 2.7	$ -	$ -	$ 65.9
Home Energy Reports	$ 76.1	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 68.4	$ 0.6	$ -	$ -	$ 7.1
Sub-Total Residential	**$ 1,795.1**	**$ 8.1**	**$ -**	**$ 1.0**	**$ 4.2**	**$ 24.7**	**$ 20.8**	**$ 5.2**	**$ 3.9**	**$ 0.2**	**$ 1,537.2**	**$ 6.9**	**$ -**	$ 16.5	$ 166.3
Commercial/Industrial Programs															
Large Business Energy Solutions	$ 2,361.8	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ 2,127.7	$ 13.2	$ -	$ -	$ 220.8
Small Business Energy Solutions	$ 1,236.7	$ -	$ -	$ -	$ -	$ 1.0	$ 1.3	$ -	$ 0.0	$ 0.0	$ 1,096.0	$ 7.4	$ -	$ 16.9	$ 114.1
C&I Education	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Sub-Total Commercial & Industrial	**$ 3,598.5**	**$ -**	**$ -**	**$ -**	**$ -**	**$ 1.0**	**$ 1.3**	**$ -**	**$ 0.0**	**$ 0.0**	**$ 3,223.8**	**$ 20.6**	**$ -**	**$ 16.9**	**$ 334.9**
Total	**$ 5,393.6**	**$ 8.1**	**$ -**	**$ 1.0**	**$ 4.2**	**$ 25.7**	**$ 22.2**	**$ 5.2**	**$ 3.9**	**$ 0.2**	**$ 4,761.0**	**$ 27.5**	**$ -**	**$ 33.4**	**$ 501.2**

Performance Incentive Calculation
2020

	Planned	Actual
Commercial/Industrial Incentive		
1. Benefit/Cost Ratio	**1.81**	
2. Threshold Benefit / Cost Ratio [1]	1.00	
3. Lifetime MMBtu Savings	**445,194**	
4. Threshold Lifetime MMBtu Savings (65%) [2]	289,376	
5. Implementation Expenses	$1,152,108	
6. Benefit / Cost Percentage of Implementaton Expenses	2.75%	
7. Lifetime MMBtu Percentage of Implementation Expenses	2.75%	
8. Commercial & Industrial Performance Incentive	$63,366	
9. Maximum Commercial & Industrial Performance Incentive (6.875%)	$79,207	
Residential Incentive		
10. Benefit / Cost Ratio	**1.06**	
11. Threshold Benefit / Cost Ratio [1]	1.00	
12. Lifetime MMBtu Savings	**184,308**	
13. Threshold Lifetime MMBtu Savings (65%) [2]	119,800	
14. Implementation Expenses	$1,260,716	
15. Benefit / Cost Percentage of Implementation Expenses	2.75%	
16. Lifetime MMBtu Percentage of Implementation Expenses	2.75%	
17. Residential Performance Incentive	$69,339	
18. Maximum Residential Performance Incentive (6.875%)	$86,674	
19. TOTAL PLANNED / EARNED INCENTIVE	**$132,705**	

Notes

[1] Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.

[2] Actual Lifetime MMBtu Savings for each sector must be greater than or equal to 65% of projected savings.

Planned Versus Actual Benefit / Cost Ratio by Sector
2020

		Planned	Actual
Commercial & Industrial			
1. Benefits (Value) From Eligible Programs	$	3,598,472	
2. Implementation Expenses	$	1,152,108	
3. Customer Contribution	$	768,869	
4. Performance Incentive	$	63,366	
5. Total Costs	$	1,984,343	
6. Benefit/Cost Ratio - Commercial & Industrial Sector		**1.81**	
Residential			
7. Benefits (Value) From Eligible Programs	$	1,795,112	
8. Implementation Expenses	$	1,260,716	
9. Customer Contribution	$	370,756	
10. Performance Incentive	$	69,339	
11. Total Costs	$	1,700,811	
12. Benefit/Cost Ratio - Residential Sector		**1.06**	

Lifetime Energy Savings by Sector and Program
2020

	Lifetime MMBtu Savings	
	Planned	**Actual**
Commercial & Industrial		
Large Business Energy Solutions	241,209,657	
Small Business Energy Solutions	130,383,663	
Total Commercial & Industrial	**371,593,319**	
Residential		
Home Energy Assistance	40,000,861	
ENERGY STAR Homes	35,031,000	
Home Performance with Energy Star	25,814,400	
ENERGY STAR Products	66,448,600	
Home Energy Reports	9,620,000	
Total Residential	**176,914,861**	