

CY2018 Q1 Summary

Stakeholder Advisory Group
July 31, 2018

CY2018 Q1 Summary – by the numbers

Portfolio Segment	Net MWh Actuals	Net MWh Goal	% to Goal	Costs \$M	Forecast Budget \$M	% to Budget
Residential	136,058	523,042	26%	\$17	\$83	20%
Income Eligible	4,041	53,831	8%	\$3	\$36	8%
Business Private	136,196	779,255	17%	\$25	\$136	19%
Business Public	22,292	180,401	12%	\$10	\$38	25%
Other*	-	176,923	0%	\$0	\$0	N/A
Portfolio-Level	-	-	N/A	\$10	\$45	22%
TOTAL	298,587	1,713,451	17%	\$64	\$336	19%

* Other includes Voltage Optimization and Therm Conversion Limit.

CY2018 Q1 Residential – by the numbers

Residential Program	Net MWh Actuals	Net MWh Goal	% to Goal	Costs \$M	Forecast	
					Budget \$M	% to Budget
Home Energy Report	66,385	275,502	24%	\$1.3	\$6.0	22%
Lighting Discounts	50,354	156,198	32%	\$6.0	\$29.6	20%
Appliance Rebates	4,449	28,977	15%	\$3.1	\$15.8	19%
Fridge & Freezer Recycling	4,748	21,703	22%	\$2.2	\$8.5	25%
Home Energy Assessment	5,023	17,890	28%	\$2.0	\$9.4	21%
Multi-Family Assessments	813	9,197	9%	\$0.5	\$3.9	14%
Residential HVAC & Weatherization	1,903	9,663	20%	\$1.3	\$7.3	18%
Elementary Energy Education	2,055	2,074	99%	\$0.1	\$0.6	23%
Residential New Construction	77	571	14%	\$0.1	\$0.4	25%
NTC Middle School Kits	250	1,267	20%	\$0.1	\$0.7	20%
Residential General	N/A	N/A	N/A	\$0.1	\$0.5	19%
TOTAL	136,058	523,042	26%	\$16.8	\$82.7	20%

CY2018 Q1 Highlights – Residential

- ✓ Achieved 26% of goal through Q1
- ✓ **Lighting Discounts** incented over 2.2 million products
- ✓ **Appliance Rebates, HVAC, and Wx** issued over 30,900 rebates
- ✓ **Fridge & Freezer Recycling** recycled over 10,300 units
- ✓ Over 5,000 assessments completed in **single-family** and **multi-family** homes
- ✓ **Elementary Energy Education** and **NTC Middle School Kits** distributed over 16,300 kits
- ✓ Residential **New Construction** completed 150 homes

CY2018 Q1 Income Eligible* – by the numbers

Income Eligible Program	Net MWh Actuals	Net MWh Goal	% to Goal	Costs \$M	Forecast	
					Budget \$M	% to Budget
Income Eligible Lighting Discounts	856	16,494	5%	\$0.1	\$4.3	3%
Single-Family Retrofits	272	6,985	4%	\$1.2	\$12.0	10%
Multi-Family Retrofits	74	4,877	2%	\$0.6	\$8.4	7%
Affordable Housing New Construction	56	1,222	5%	\$0.2	\$2.4	10%
Food Bank LED Distribution	2,784	15,241	18%	\$0.3	\$3.2	9%
Income Eligible Kits	-	9,012	0%	\$0.0	\$3.2	0%
Income Eligible Outreach	N/A	N/A	N/A	\$0.3	\$2.0	16%
Income Eligible General	N/A	N/A	N/A	\$0.0	\$0.0	N/A
TOTAL	4,041	53,831	8%	\$2.8	\$35.5	8%

* Public Housing included in Business - Public

CY2018 Q1 Highlights – Income Eligible

- ✓ Achieved 8% of goal through Q1
- ✓ **IE Lighting Discounts** incented over 22,800 products
- ✓ **Single-Family Retrofits** completed 224 projects
- ✓ **Multi-Family Retrofits** completed projects in 778 tenant units and 12 common area spaces
- ✓ **Affordable Housing New Construction** completed 1 project with an additional 8 projects in the pipeline
- ✓ **Food Banks** distributed over 155,000 LED bulbs

CY2018 Q1 Business Private – by the numbers

Business Private Program	Net MWh Actuals	Net MWh Goal	% to Goal	Costs \$M	Forecast Budget \$M	% to Budget
Incentives	39,264	248,672	16%	\$8.2	\$44.5	18%
Small Business	30,174	164,818	18%	\$7.5	\$44.7	17%
Business Instant Discounts	39,646	217,375	18%	\$3.4	\$13.2	26%
AirCare Plus	1,848	27,837	7%	\$0.6	\$3.4	17%
New Construction	3,033	27,697	11%	\$1.3	\$7.0	18%
Industrial Systems	7,400	25,651	29%	\$1.5	\$6.0	26%
Retro-commissioning	5,919	24,787	24%	\$1.1	\$6.4	18%
Strategic Energy Management	-	22,382	0%	\$0.2	\$1.6	10%
LED Streetlighting	-	14,927	0%	\$0.0	\$0.9	0%
Operational Savings	154	1,323	12%	\$0.4	\$1.7	23%
Rural Small Business Kits	8	931	1%	\$0.0	\$0.8	1%
Power TakeOff	179	2,855	6%	\$0.2	\$0.8	18%
Business Energy Analyzer	8,570	-	N/A	\$0.2	\$0.7	29%
Private Sector Outreach	N/A	N/A	N/A	\$0.2	\$1.6	11%
Private Sector General	N/A	N/A	N/A	\$0.6	\$2.0	31%
TOTAL	136,196	779,255	17%	\$25.3	\$135.6	19%

CY2018 Q1 Highlights – Business Private

- ✓ Achieved 17% of goal through Q1
- ✓ **Standard** and **Custom** completed over 600 projects
- ✓ **Small Business** completed over 1,000 projects
- ✓ **Instant Discounts** (Midstream) sold over 580,000 products
- ✓ **RCx** completed 13 projects with an additional 159 projects in pipeline
- ✓ **Industrial Systems** completed 29 projects with an additional 66 projects in pipeline
- ✓ **Facility Assessments** identified 350 operational measures
- ✓ **New Construction** completed 9 projects with an additional 86 in pipeline

CY2018 Q1 Business Public– by the numbers

Business Public Program	Net MWh Actuals	Net MWh Goal	% to Goal	Costs \$M	Forecast Budget \$M	% to Budget
Incentives	2,897	64,661	4%	\$1.5	\$10.1	15%
Small Facilities	406	7,189	6%	\$0.8	\$2.5	30%
Business Instant Discounts	1,068	13,140	8%	\$0.2	\$1.4	17%
AirCare Plus	168	1,113	15%	\$0.1	\$0.3	22%
New Construction	-	915	0%	\$0.1	\$0.5	29%
Industrial Systems	-	280	0%	\$0.0	\$0.1	17%
Retro-commissioning	-	5,258	0%	\$0.0	\$2.0	2%
Strategic Energy Management	-	5,596	0%	\$0.0	\$0.4	0%
LED Streetlighting	17,691	80,093	22%	\$6.3	\$14.3	44%
Operational Savings	28	331	8%	\$0.1	\$0.6	22%
Public Housing Retrofits	35	1,826	2%	\$0.2	\$2.1	8%
Public Sector Outreach	N/A	N/A	N/A	\$0.3	\$3.0	9%
Public Sector General	N/A	N/A	N/A	\$0.0	\$0.6	-8%
TOTAL	22,292	180,401	12%	\$9.5	\$37.9	25%

CY2018 Q1 Highlights – Business Public

- ✓ Achieved 12% of goal through Q1
- ✓ **Standard** and **Custom** completed over 160 public sector projects
- ✓ **Small Facilities** completed 9 public sector projects
- ✓ **Instant Discounts** (Midstream) sold over 20,600 products to public sector customers
- ✓ **Facility Assessments** identified 199 operational measures
- ✓ **Public Housing Retrofits** completed direct install work at 4 buildings covering 403 tenant units