

North Shore Gas Energy Efficiency Program - Plan Year 3

PY3 Fourth Quarter Report: March 2014 - May 2014

| Overall EEP Portfolio | | | | EEP Residential Programs | | | | EEP Business Programs | | | | Other Portfolio Costs | | | |
|-----------------------------|---------------------------|-------------------|------------------|-----------------------------|---------------------------|-------------------|------------------|-----------------------------|---------------------------|-------------------|------------------|-----------------------------|---------------------------|------------------|------------------|
| Energy Savings (Net Therms) | | | | Energy Savings (Net Therms) | | | | Energy Savings (Net Therms) | | | | Energy Savings (Net Therms) | | | |
| Indicator | Cumulative Net Therms YTD | Current PY3 Goal* | PY Pct. Achieved | Indicator | Cumulative Net Therms YTD | Current PY3 Goal* | PY Pct. Achieved | Indicator | Cumulative Net Therms YTD | Current PY3 Goal* | PY Pct. Achieved | Indicator | Cumulative Net Therms YTD | Current PY3 Goal | PY Pct. Achieved |
| Total | 1,828,350 | 1,955,439 | 94% | Total | 695,648 | 1,072,906 | 65% | Total | 1,132,702 | 882,533 | 128% | Total | 0 | 0 | N/A |
| Forecasted Total | 2,480,894 | 1,955,439 | 127% | | | | | | | | | | | | |
| Program Costs | | | | Program Costs | | | | Program Costs | | | | Program Costs | | | |
| Indicator | Cumulative Costs YTD | Current Budget | Pct. Invoiced | Indicator | Cumulative Costs YTD | Current Budget | Pct. Invoiced | Indicator | Cumulative Costs YTD | Current Budget | Pct. Invoiced | Indicator | Cumulative Costs YTD | Current Budget | Pct. Invoiced |
| Total | \$4,444,575 | \$7,391,989 | 60% | Total | \$2,644,203 | \$3,046,268 | 87% | Total | \$1,010,933 | \$2,350,428 | 43% | Total | \$789,439 | \$1,995,293 | 40% |

*PY3 Goal is now updated (initial was 1,997,086 net therms, now 1,955,439). PY3 final goal represents net therms needed for NSG to meet three year, Phase I goal. PY3 Goal adjusted in Q3 given final PY2 EM&V Adjustments. Three Year Goal of 3,330,215 Net Therms - PY1 366,205 Verified Net Therms - PY2 1,008,571 Verified Net Therms = 1,955,439 Net Therms to achieve in PY3

**Forecasted Total includes all remaining PY3 projects expected to be processed in July and August 2014, notably savings associated with the Home Energy Reports Program. Home Energy Reports Program EM&V findings expected to be finalized during early August 2014.

Note: all savings/cost information is current through 6/30/14, with final savings/spend information to be available in August 2014 after all PY3 projects are reviewed, processed, and paid.

Savings (Therms) values are based on TRM; subject to final evaluation adjustments. PY2 final EM&V values applied to all PY3 projects found in this Q3 report.

| EEP Residential Programs | | | | |
|-------------------------------------|---------------------------|--------------------|-------------------|--|
| Energy Savings (Therm) | | | | |
| NSG Residential Programs | Cumulative Net Therms YTD | Current PY3 Goal | PY3 Pct. Achieved | Comments |
| Residential - Home Energy Rebate | 561,024 | 244,787 | 229.2% | Strong performance and response to final PY3 promotions in Q3 and 4 |
| Residential - Home Energy Reports | - | 489,573 | 0.0% | Draft EM&V results expected by end of July 2014, Final results in August 2014 |
| Multi-Family Home Energy Savings | 91,103 | 287,806 | 31.7% | MF market in NSG still challenging, potential far more limited compared to PGL territory |
| Residential Home Energy Jumpstart | 43,521 | 50,740 | 85.8% | Actual programmable thermostat installs lower vs. savings forecast |
| Residential Programs - Total | 695,648 | 1,072,906 | 64.8% | |
| Program Costs | | | | |
| NSG Residential Programs | Cumulative Costs YTD | Current Budget | PY3 Pct. Invoiced | Comments |
| Residential - Home Energy Rebate | \$1,776,519 | \$1,704,098 | 104.2% | Processing final PY3 applications, expect to be fully processed by mid July 2014 |
| Residential - Home Energy Reports | \$446,943 | \$710,756 | 62.9% | |
| Multi-Family Home Energy Savings | \$230,160 | \$480,427 | 47.9% | MF market in NSG still challenging, potential far more limited compared to PGL territory |
| Residential Home Energy Jumpstart | \$190,580 | \$150,987 | 126.2% | |
| Residential Programs - Total | \$2,644,203 | \$3,046,268 | 86.8% | |

North Shore Gas Energy Efficiency Program - Plan Year 3

PY3 Fourth Quarter Report: March 2014 - May 2014

| Overall EEP Portfolio | | | | EEP Residential Programs | | | | EEP Business Programs | | | | Other Portfolio Costs | | | |
|-----------------------------|---------------------------|-------------------|------------------|-----------------------------|---------------------------|-------------------|------------------|-----------------------------|---------------------------|-------------------|------------------|-----------------------------|---------------------------|------------------|------------------|
| Energy Savings (Net Therms) | | | | Energy Savings (Net Therms) | | | | Energy Savings (Net Therms) | | | | Energy Savings (Net Therms) | | | |
| Indicator | Cumulative Net Therms YTD | Current PY3 Goal* | PY Pct. Achieved | Indicator | Cumulative Net Therms YTD | Current PY3 Goal* | PY Pct. Achieved | Indicator | Cumulative Net Therms YTD | Current PY3 Goal* | PY Pct. Achieved | Indicator | Cumulative Net Therms YTD | Current PY3 Goal | PY Pct. Achieved |
| Total | 1,828,350 | 1,955,439 | 94% | Total | 695,648 | 1,072,906 | 65% | Total | 1,132,702 | 882,533 | 128% | Total | 0 | 0 | N/A |
| Forecasted Total | 2,480,894 | 1,955,439 | 127% | | | | | | | | | | | | |
| Program Costs | | | | Program Costs | | | | Program Costs | | | | Program Costs | | | |
| Indicator | Cumulative Costs YTD | Current Budget | Pct. Invoiced | Indicator | Cumulative Costs YTD | Current Budget | Pct. Invoiced | Indicator | Cumulative Costs YTD | Current Budget | Pct. Invoiced | Indicator | Cumulative Costs YTD | Current Budget | Pct. Invoiced |
| Total | \$4,444,575 | \$7,391,989 | 60% | Total | \$2,644,203 | \$3,046,268 | 87% | Total | \$1,010,933 | \$2,350,428 | 43% | Total | \$789,439 | \$1,995,293 | 40% |

*PY3 Goal is now updated (initial was 1,997,086 net therms, now 1,955,439). PY3 final goal represents net therms needed for NSG to meet three year, Phase I goal. PY3 Goal adjusted in Q3 given final PY2 EM&V Adjustments. Three Year Goal of 3,330,215 Net Therms - PY1 366,205 Verified Net Therms - PY2 1,008,571 Verified Net Therms = 1,955,439 Net Therms to achieve in PY3

**Forecasted Total includes all remaining PY3 projects expected to be processed in July and August 2014, notably savings associated with the Home Energy Reports Program. Home Energy Reports Program EM&V findings expected to be finalized during early August 2014.

Note: all savings/cost information is current through 6/30/14, with final savings/spend information to be available in August 2014 after all PY3 projects are reviewed, processed, and paid.

Savings (Therms) values are based on TRM; subject to final evaluation adjustments. PY2 final EM&V values applied to all PY3 projects found in this Q3 report.

| EEP Business Programs | | | | |
|----------------------------------|---------------------------|--------------------|-------------------|---|
| Energy Savings (Therm) | | | | |
| NSG Business Programs | Cumulative Net Therms YTD | Current PY3 Goal | PY3 Pct. Achieved | Comments |
| Small Business Efficiency | 325,875 | 115,840 | 281.3% | Higher than anticipated savings this program year, mainly associated with drycleaner segment |
| C&I - Custom Rebates | 691,193 | 606,398 | 114.0% | Extremely cost effective projects |
| C&I - Prescriptive Rebates | 88,609 | 146,872 | 60.3% | Key driver for spend vs. achievement: increase in NTG from .43 to .63. Hit goal through extremely cost effective measures, mainly steam traps |
| C&I - Retro-Commissioning | 27,025 | 13,423 | 201.3% | PY3 RCx project expected to close in Q4 |
| Business Programs - Total | 1,132,702 | 882,533 | 128.3% | |
| Program Costs | | | | |
| NSG Business Programs | Cumulative Costs YTD | Current Budget | PY3 Pct. Invoiced | Comments |
| Small Business Efficiency | \$339,503 | \$220,083 | 154.3% | |
| C&I - Custom Rebates | \$469,185 | \$1,060,497 | 44.2% | |
| C&I - Prescriptive Rebates | \$174,987 | \$1,038,401 | 16.9% | |
| C&I - Retro-Commissioning | \$27,258 | \$31,447 | 86.7% | |
| Business Programs - Total | \$1,010,933 | \$2,350,428 | 43.0% | |

North Shore Gas Energy Efficiency Program - Plan Year 3

PY3 Fourth Quarter Report: March 2014 - May 2014

| Overall EEP Portfolio | | | | EEP Residential Programs | | | | EEP Business Programs | | | | Other Portfolio Costs | | | |
|-----------------------------|---------------------------|-------------------|------------------|-----------------------------|---------------------------|-------------------|------------------|-----------------------------|---------------------------|-------------------|------------------|-----------------------------|---------------------------|------------------|------------------|
| Energy Savings (Net Therms) | | | | Energy Savings (Net Therms) | | | | Energy Savings (Net Therms) | | | | Energy Savings (Net Therms) | | | |
| Indicator | Cumulative Net Therms YTD | Current PY3 Goal* | PY Pct. Achieved | Indicator | Cumulative Net Therms YTD | Current PY3 Goal* | PY Pct. Achieved | Indicator | Cumulative Net Therms YTD | Current PY3 Goal* | PY Pct. Achieved | Indicator | Cumulative Net Therms YTD | Current PY3 Goal | PY Pct. Achieved |
| Total | 1,828,350 | 1,955,439 | 94% | Total | 695,648 | 1,072,906 | 65% | Total | 1,132,702 | 882,533 | 128% | Total | 0 | 0 | N/A |
| Forecasted Total | 2,480,894 | 1,955,439 | 127% | | | | | | | | | | | | |
| Program Costs | | | | Program Costs | | | | Program Costs | | | | Program Costs | | | |
| Indicator | Cumulative Costs YTD | Current Budget | Pct. Invoiced | Indicator | Cumulative Costs YTD | Current Budget | Pct. Invoiced | Indicator | Cumulative Costs YTD | Current Budget | Pct. Invoiced | Indicator | Cumulative Costs YTD | Current Budget | Pct. Invoiced |
| Total | \$4,444,575 | \$7,391,989 | 60% | Total | \$2,644,203 | \$3,046,268 | 87% | Total | \$1,010,933 | \$2,350,428 | 43% | Total | \$789,439 | \$1,995,293 | 40% |

*PY3 Goal is now updated (initial was 1,997,086 net therms, now 1,955,439). PY3 final goal represents net therms needed for NSG to meet three year, Phase I goal. PY3 Goal adjusted in Q3 given final PY2 EM&V Adjustments. Three Year Goal of 3,330,215 Net Therms - PY1 366,205 Verified Net Therms - PY2 1,008,571 Verified Net Therms = 1,955,439 Net Therms to achieve in PY3

**Forecasted Total includes all remaining PY3 projects expected to be processed in July and August 2014, notably savings associated with the Home Energy Reports Program. Home Energy Reports Program EM&V findings expected to be finalized during early August 2014.

Note: all savings/cost information is current through 6/30/14, with final savings/spend information to be available in August 2014 after all PY3 projects are reviewed, processed, and paid.

Savings (Therms) values are based on TRM; subject to final evaluation adjustments. PY2 final EM&V values applied to all PY3 projects found in this Q3 report.

| Other Portfolio Costs | | | | |
|---------------------------------------|----------------------|--------------------|-------------------|----------|
| Program Costs | | | | |
| Programs | Cumulative Costs YTD | Current Budget | PY3 Pct. Invoiced | Comments |
| Administration | \$18,747 | \$29,305 | 64.0% | |
| EM&V | \$68,171 | \$162,842 | 41.9% | |
| Utility Verification of DCEO Invoices | \$1,310 | \$1,035 | 126.6% | |
| DCEO - Implementation | \$700,570 | \$1,801,076 | 38.9% | |
| OBF Program Support | \$641 | \$1,035 | 61.9% | |
| Other EE Programs - Total | \$789,439 | \$1,995,293 | 39.57% | |

| EEP Portfolio | | | | | |
|---------------------------------------|----------------------|--------------------|-------------------|---|-------------------------|
| Program Costs by Budget Category | | | | | |
| Budget Category | Cumulative Costs YTD | Current Budget | PY3 Pct. Invoiced | Comments | As a % of Total PY3 NSG |
| Administration | \$18,747 | \$29,305 | 64.0% | | 0.4% |
| Implementation | \$517,316 | \$448,730 | 115.3% | Final PY3 Implm budget now reflects unspent PY2 Implm funds. No change in overall 3 year budget | 11.6% |
| Incentives | \$2,059,853 | \$3,227,419 | 63.8% | | 46.3% |
| Incentive Delivery | \$967,313 | \$1,555,095 | 62.2% | | 21.8% |
| Marketing | \$110,653 | \$165,452 | 66.9% | Final PY3 Mktng budget now reflects unspent PY2 Mktng funds. No change in overall 3 year budget | 2.5% |
| Utility Verification of DCEO Invoices | \$1,310 | \$1,035 | 126.6% | | 0.0% |
| DCEO - Implementation | \$700,570 | \$1,801,076 | 38.9% | | 15.8% |
| OBF Program Support | \$641 | \$1,035 | 61.9% | | 0.0% |
| EM&V | \$68,171 | \$162,842 | 41.9% | | 1.5% |
| EEP Portfolio - Total | \$4,444,575 | \$7,391,989 | 60.1% | | |