

Utility Night in WESTWOOD (SOLD OUT)

AEE New England Meeting February 12,
2014





the Beatles

TotallyLooksLike.com the birds from "jungle book"

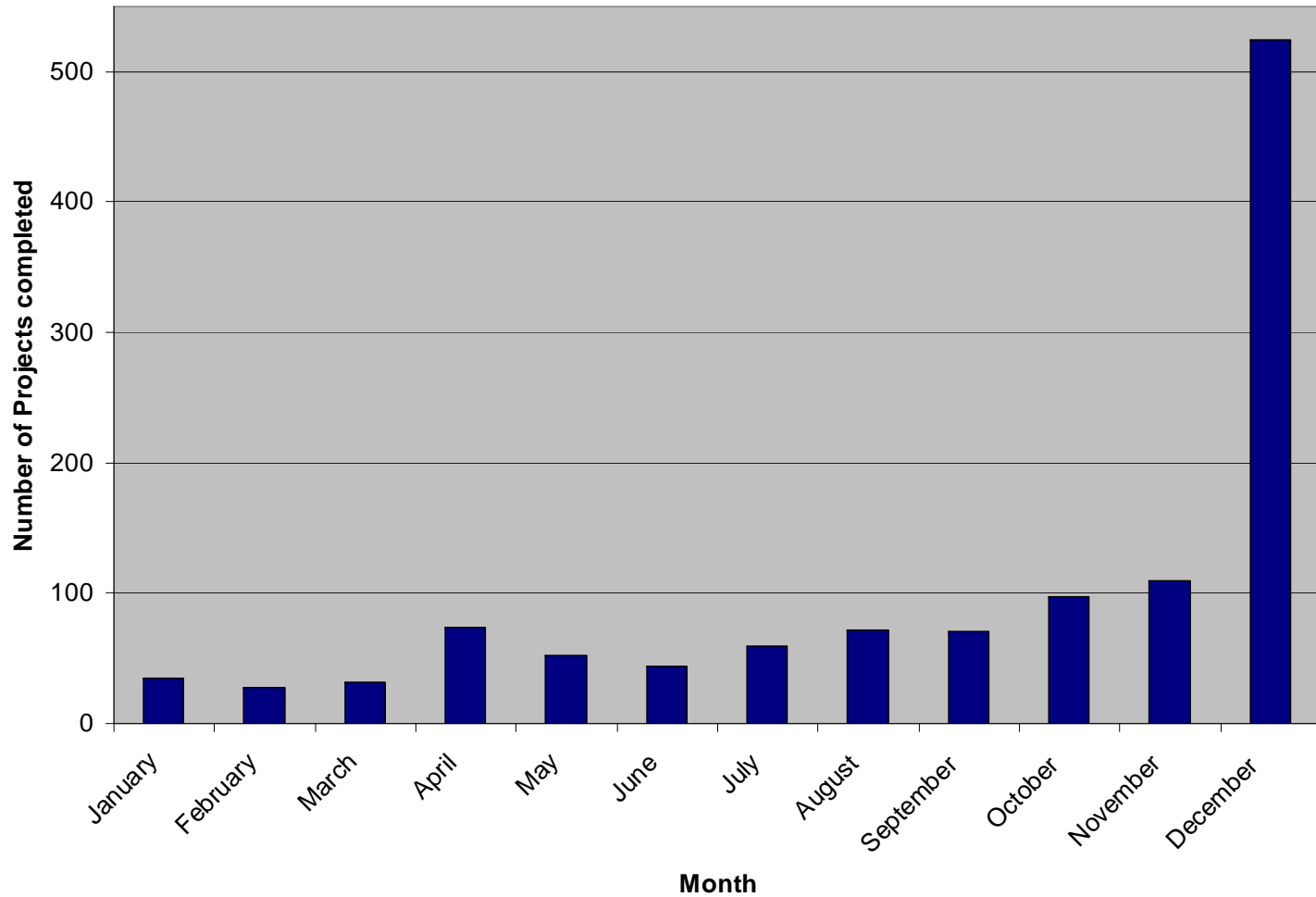


John Kibbee, Northeast Utilities



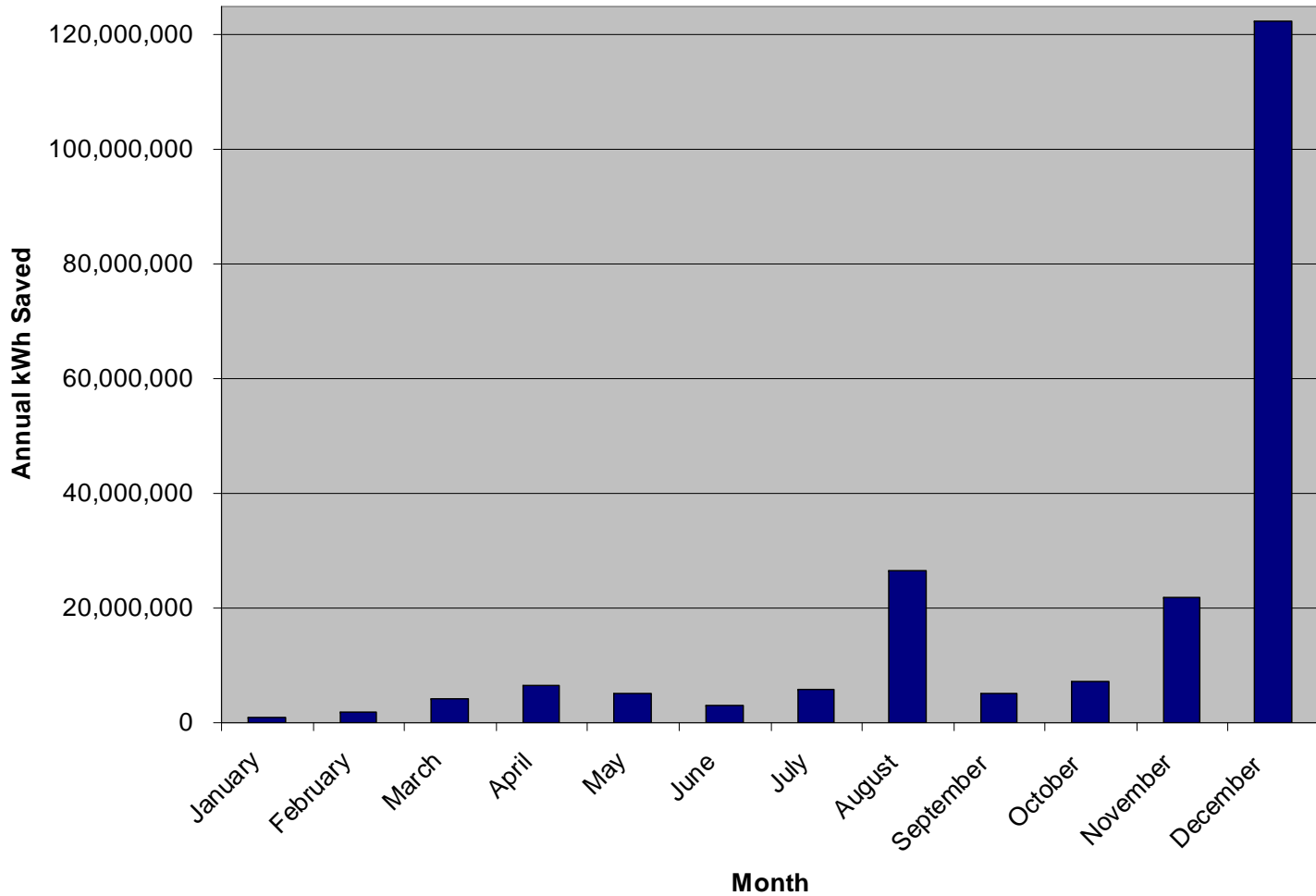


2013 Projects Completed by Month

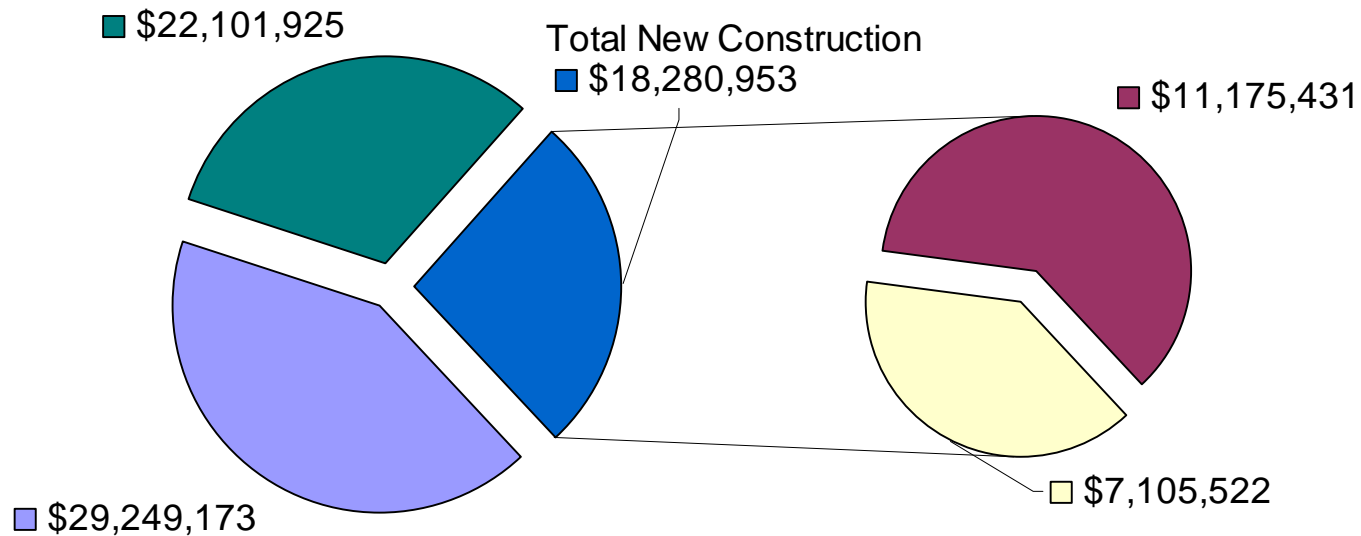




2013 Annual kWh Saved per Month



2013 Actual Incentive by Program



■ Retrofit Program

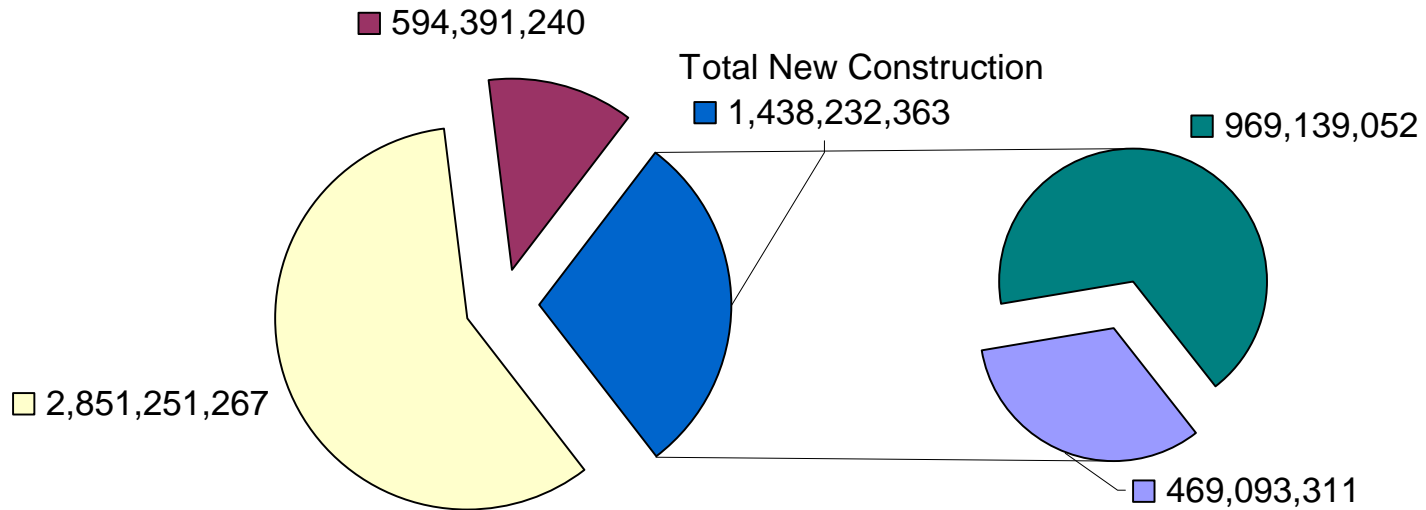
■ New Construction Upstream Program

■ Direct Install Program

■ New Construction Construction & Equip



2013 Actual Net Lifetime kWh by Program



Upstream Program

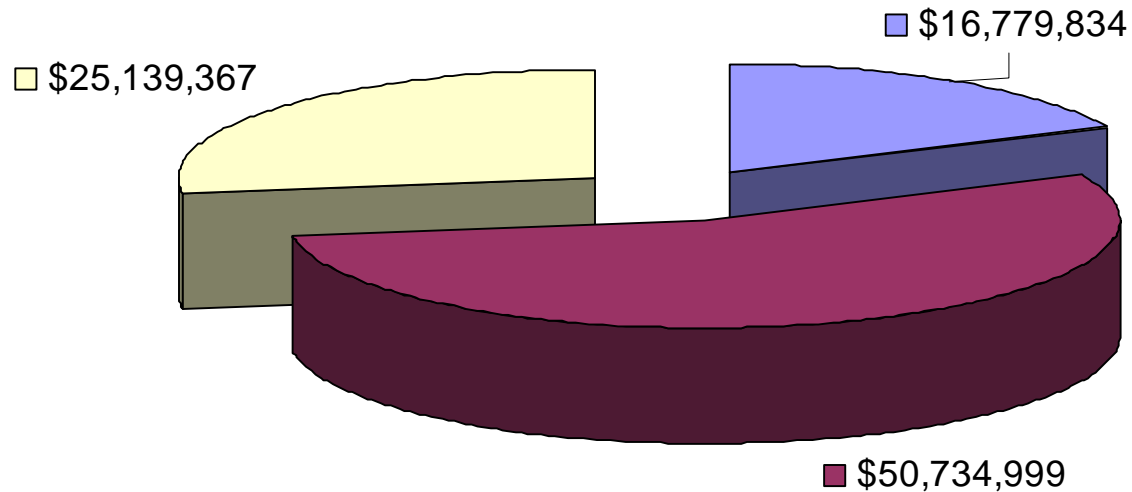
Construction & Equip

Retrofit Program

Direct Install Program



2014 Estimated Incentive Budget by Program



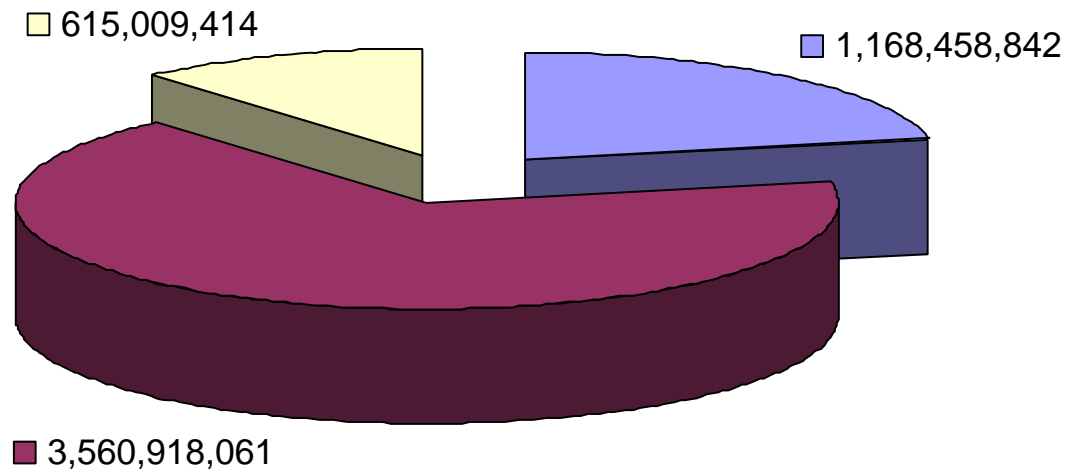
■ New Construction Program

■ Retrofit Program

■ Direct Install Program



2014 Net Lifetime kWh Goal by Program



■ New Construction Program

■ Retrofit Program

■ Direct Install Program

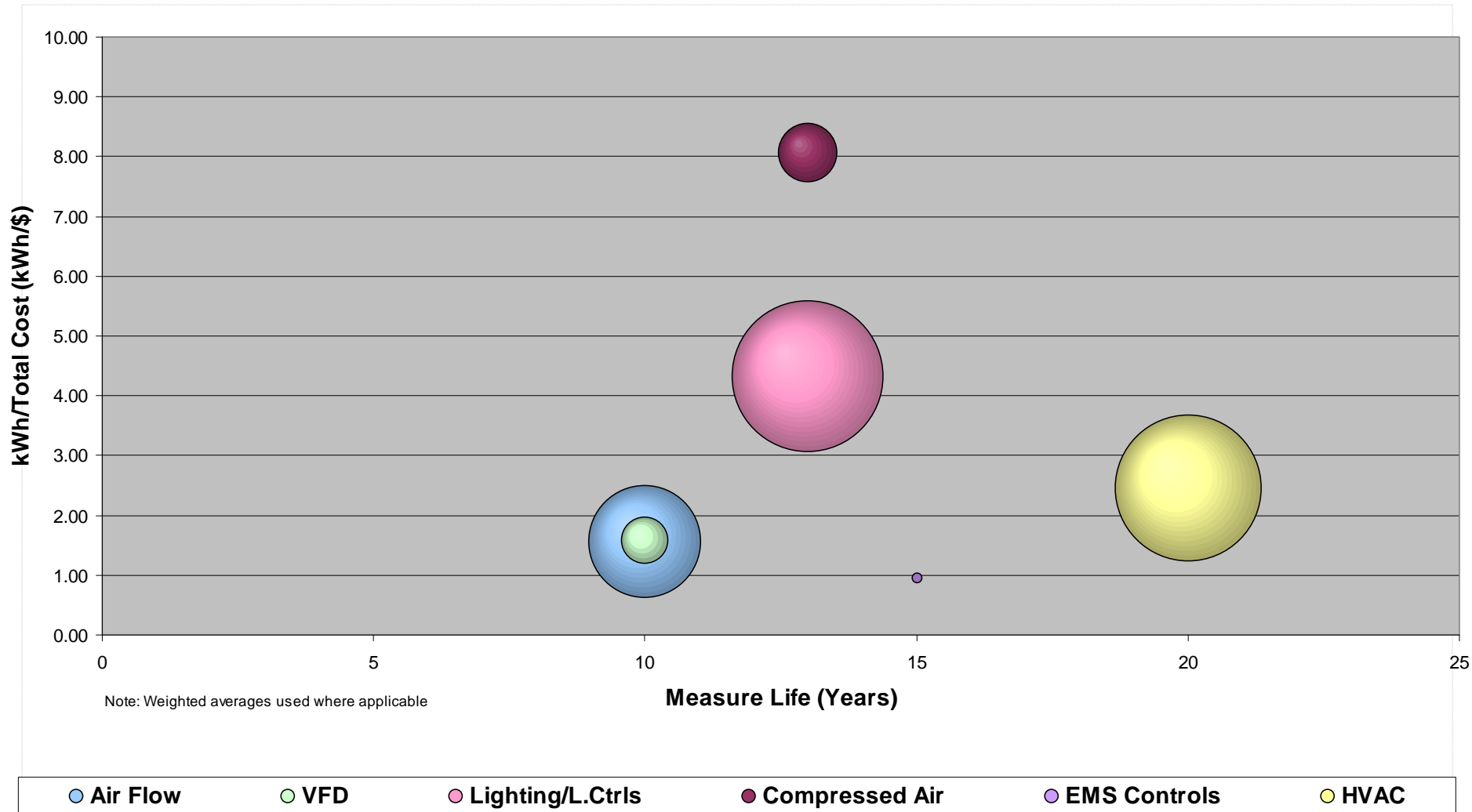


College and University Sector Drill Down

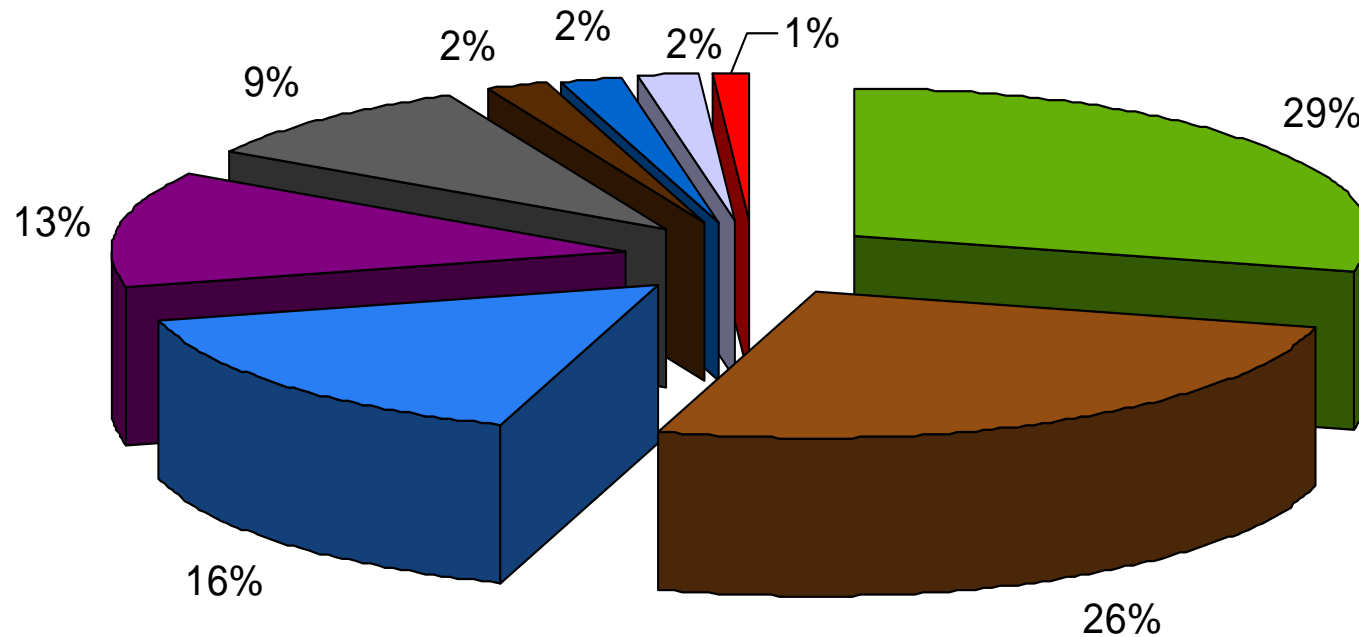
- Nstar go to market strategy...Vertical
- What does an MOU look like?
- Opportunity comparison
- Challenge community re: Low Hanging Fruit
- Challenge conventional wisdom re: Lighting



College and University ECM Comparison



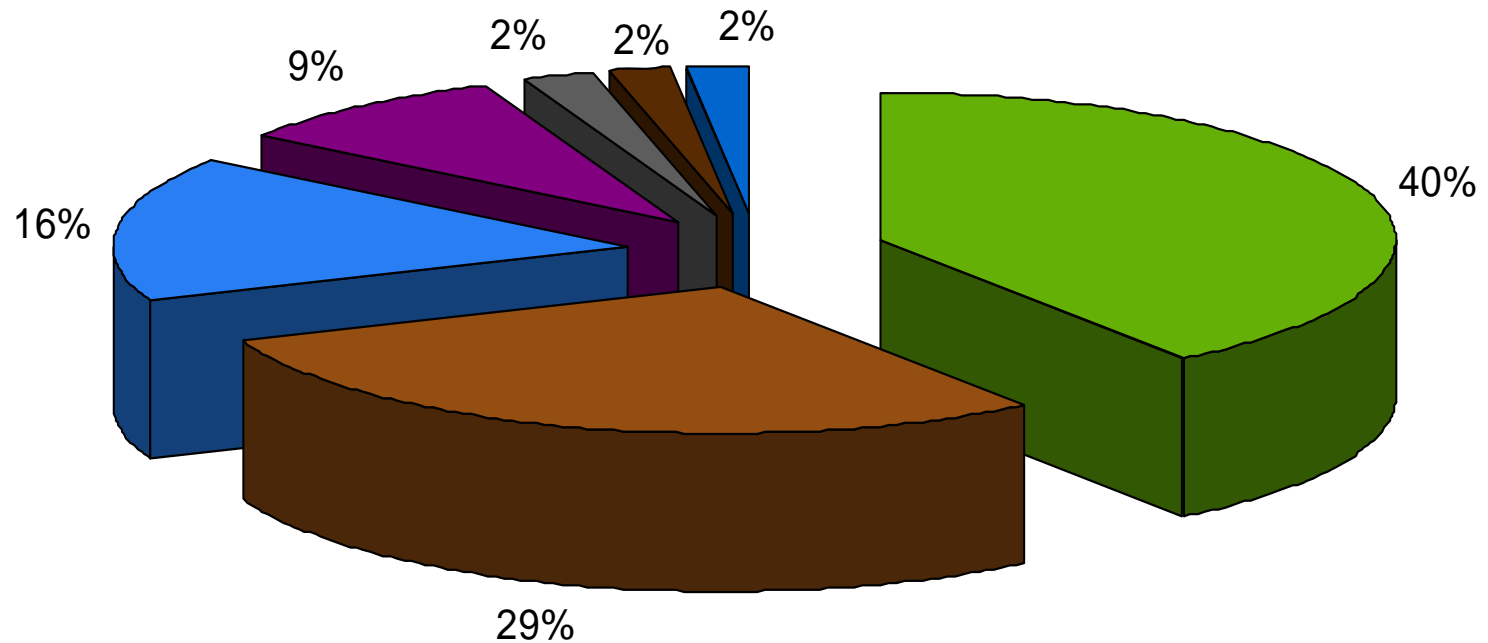
Conventional Wisdom re: Universities Electric



■ Lighting ■ Ventilation ■ Computer ■ Cooling ■ Misc ■ Refrig ■ DHW ■ Office ■ Heat

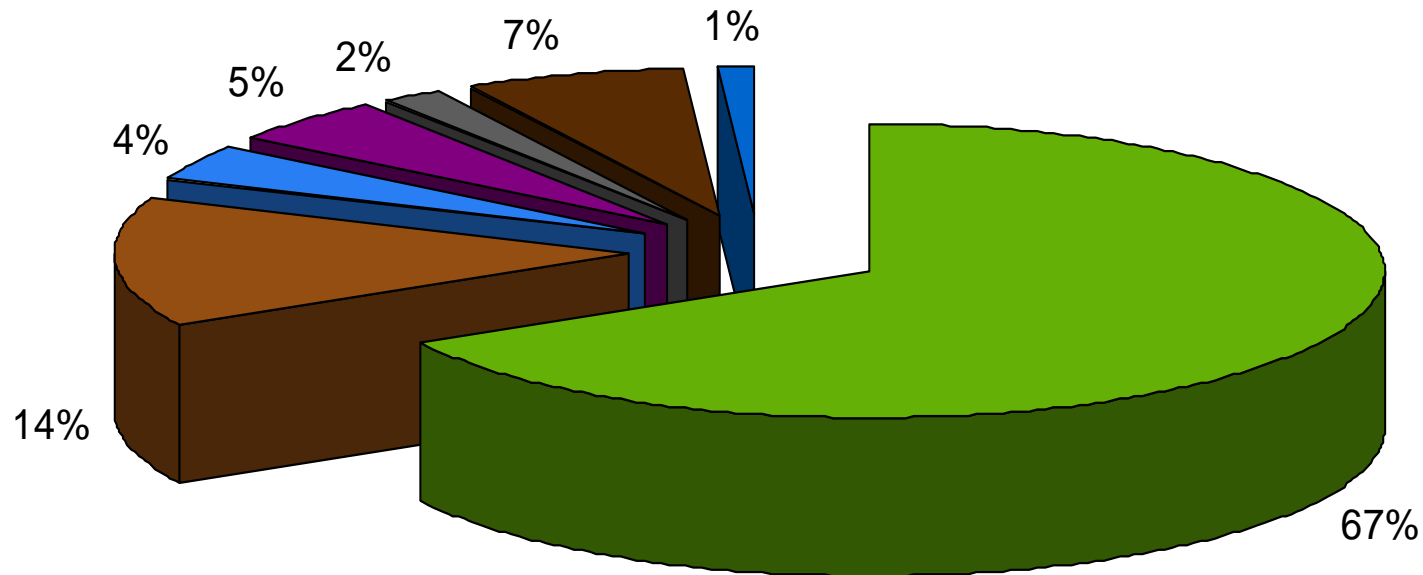


Conventional Wisdom re: Universities Round 2 Electric



- Heat Cool Vent
- Lighting
- Computer
- Misc
- Refrig
- DHW
- Office

Conventional Wisdom re: Universities Round 3 All Energy



■ Heat Cool Vent ■ Lighting ■ Computer ■ Misc ■ Refrig ■ DHW ■ Cooking

Comparing the Lighting Model to HVAC/EMS

- Lighting
 - Turnkey
 - Simple
 - Single point of contact
- HVAC EMS
 - In house resources
 - Balancing
 - Controls
 - Mechanical
 - Calculations
 - Commissioning

Lighting vs. Lighting & Lighting Controls

- Lighting Only

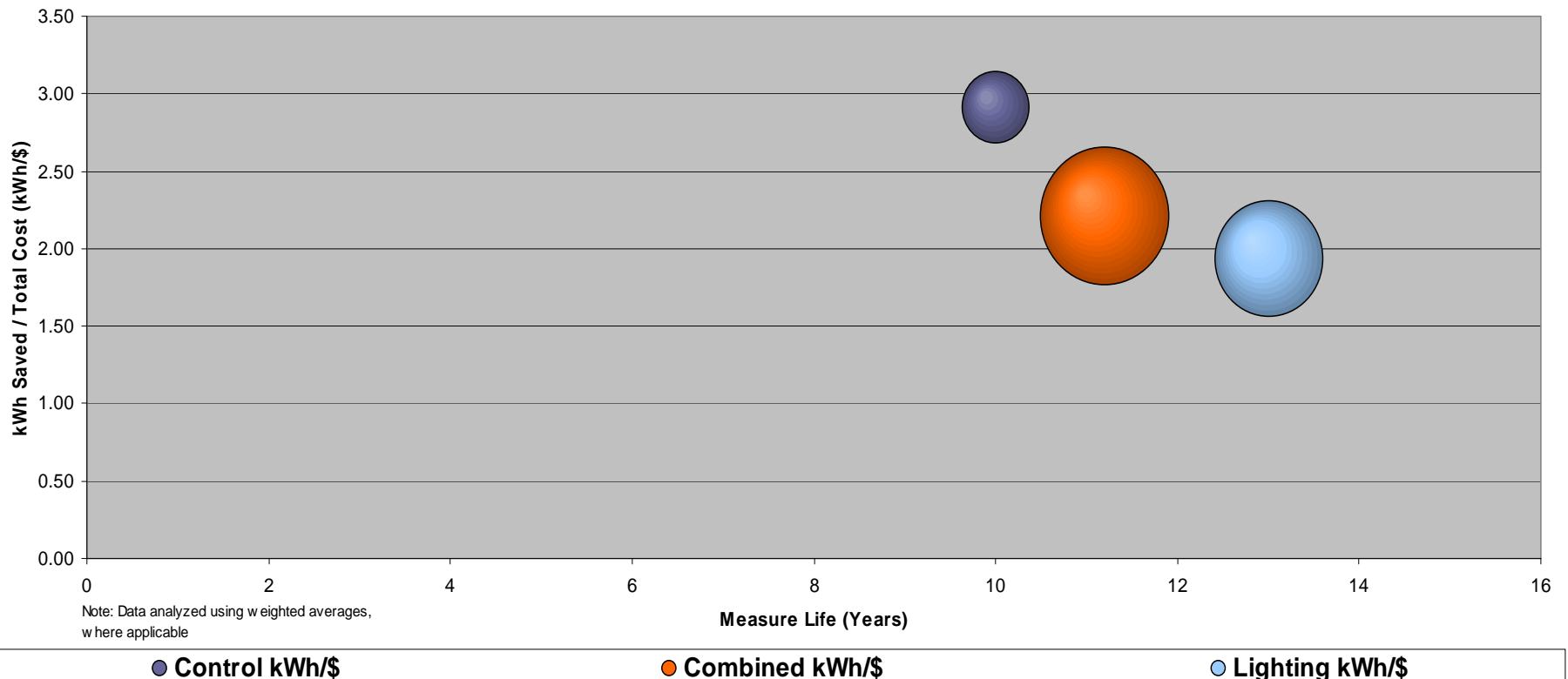
- Bulbs
- Ballast
- Fixtures
- Potentially limited occupancy
- Potentially HVAC tie in

- Lighting Controls

- Bulbs may or not be compatible
- Ballasts may or may not be compatible
- Wiring or wireless
- Added savings
- BUT some potentially added costs

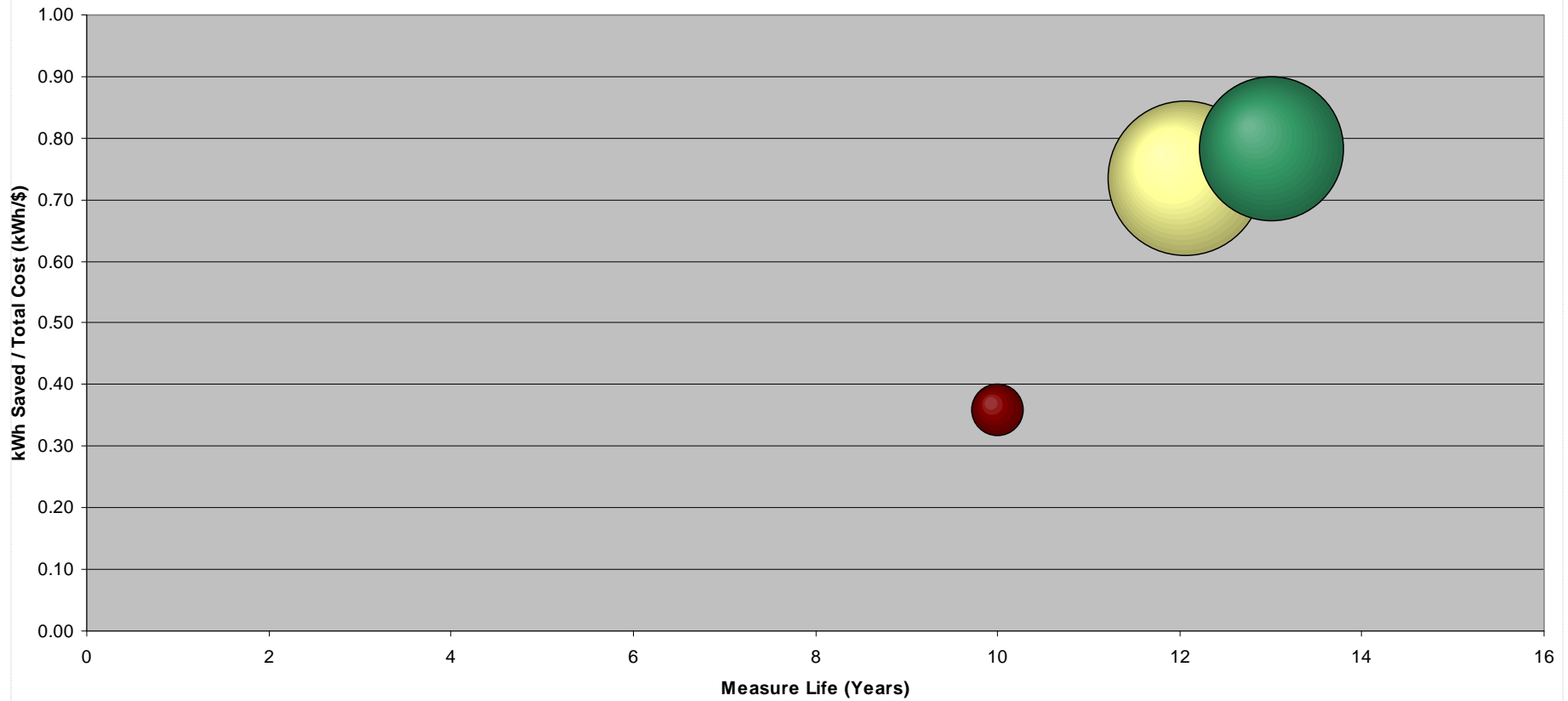
Opportunity Comparison

Public School Comparison of Lighting, L. Controls, and Combination



Opportunity Comparison (Cont.)

Laboratory Comparison of Lighting, L. Controls, and Combination



Note: Data analyzed using weighted averages, where applicable

● Control kWh/\$ ● Combined kWh/\$ ● Lighting kWh/\$