

Tom Coughlin, National Grid



Quarterly Report of the Program Administrators
Fourth Quarter, 2013
February 11, 2014

nationalgrid



Columbia Gas[®]
of Massachusetts
A NiSource Company

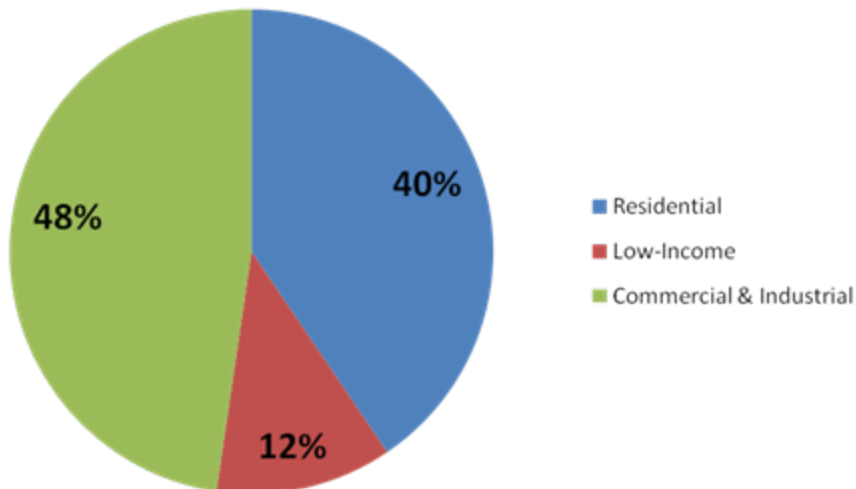


BLCKSTONE
GAS COMPANY

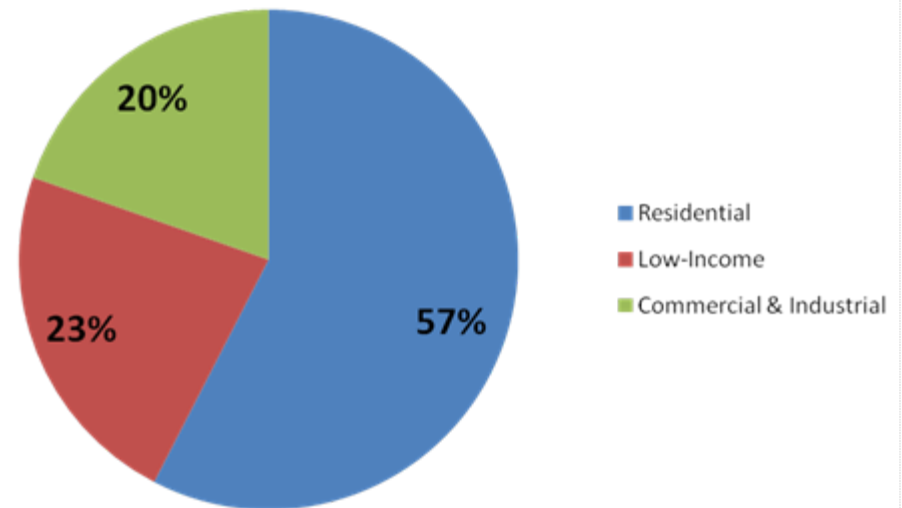
How did we do?

2013 Statewide Spending by Sector

Electric Statewide Percentage Spent by Sector



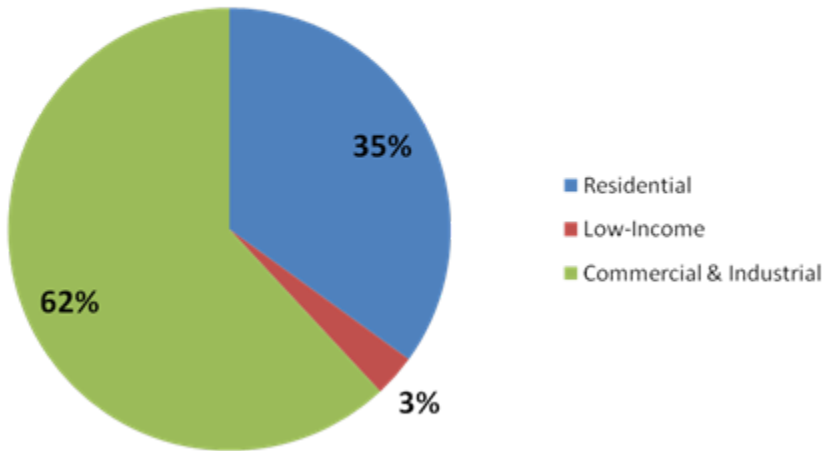
Statewide Gas Percentage Spent by Sector



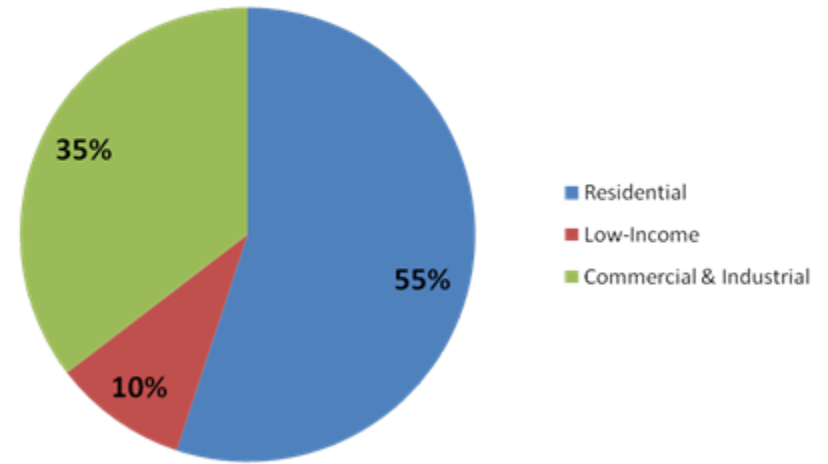
How did we do?

2013 Statewide Energy Savings by Sector

Electric Statewide Annual Savings Percentage by Sector



Gas Statewide Annual Savings Percentage by Sector



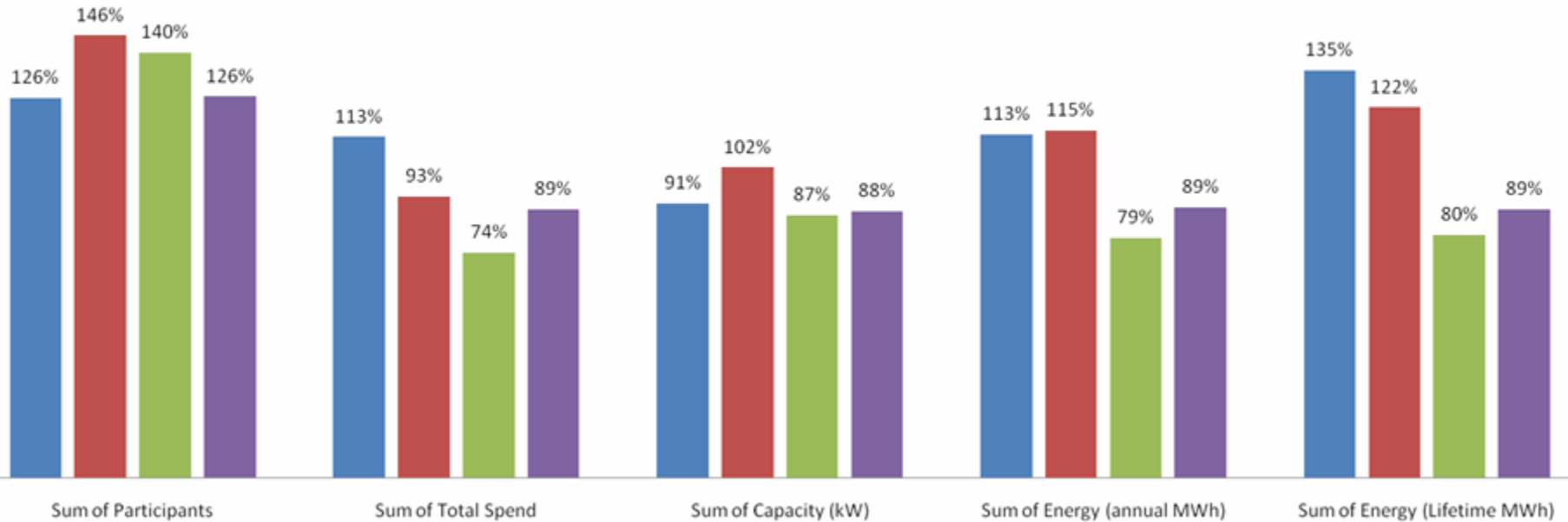


How did we do?

2013 Statewide Electric Achieved vs Goal

YTD Preliminary Actuals as a Percent of Plan Goal

■ Residential ■ Low-Income ■ Commercial & Industrial ■ Total



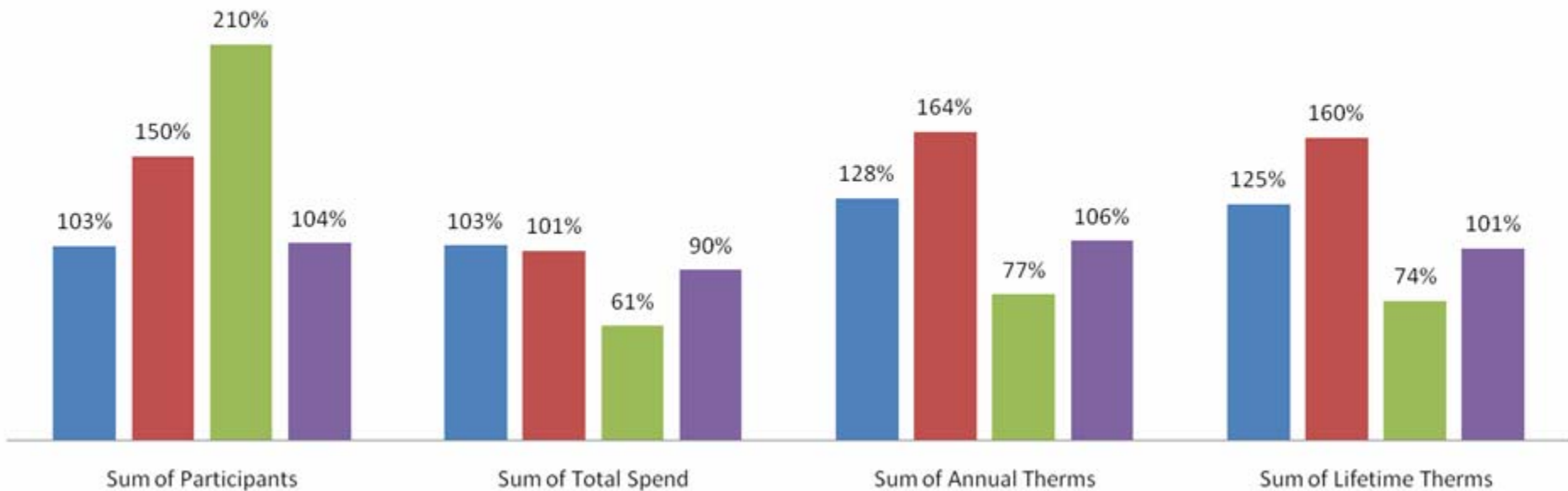


How did we do?

2013 Statewide Gas Achieved vs Goal

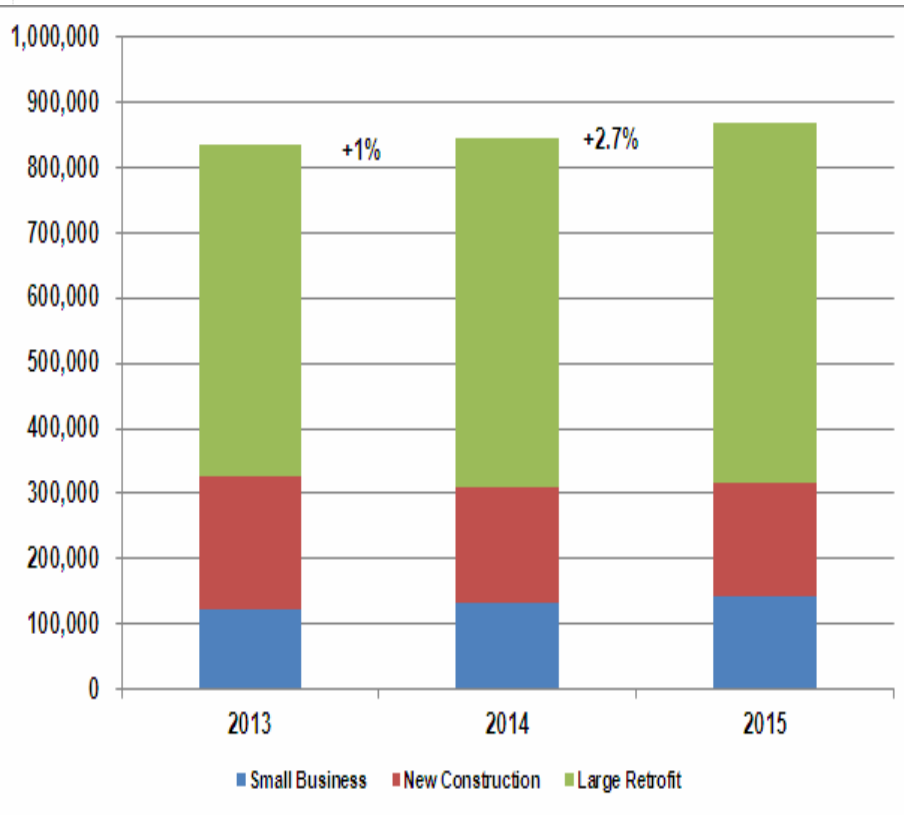
YTD Preliminary Actuals as a Percent of Plan Goal

■ Residential ■ Low-Income ■ Commercial & Industrial ■ Total

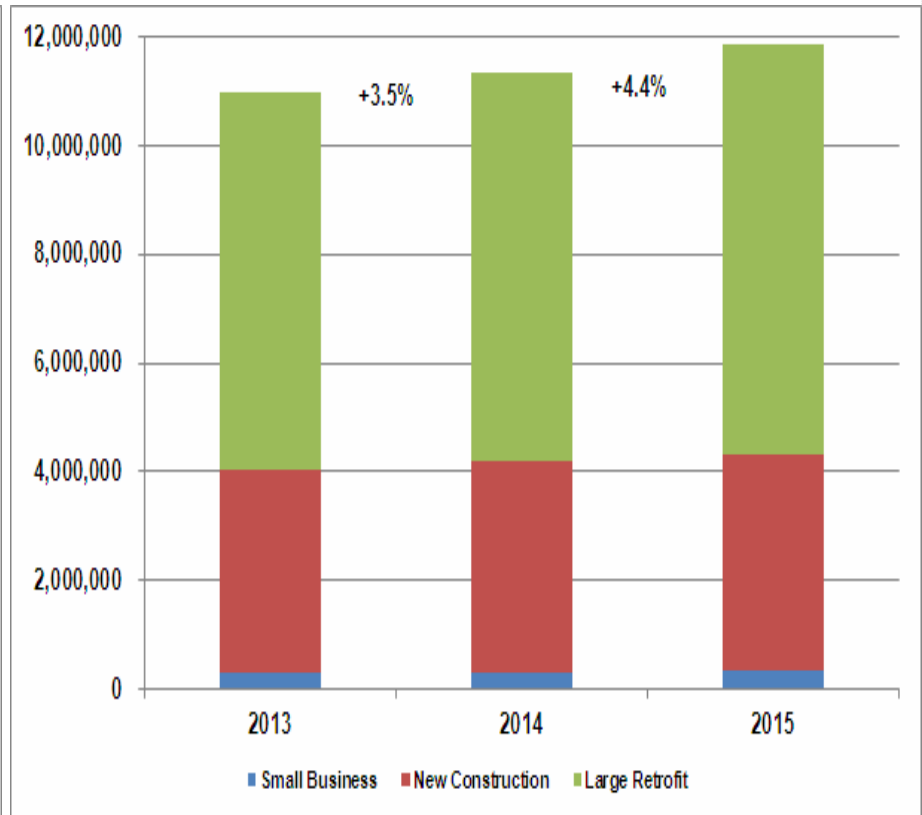


Looking Ahead at Statewide Savings Goals

Electric
(Annual mWh)



Gas
(Annual Therms)



Changes for 2014

- Looking at higher LED lighting incentives for 2014 with a number of new LED incentives added
- A new advanced lighting control system incentive is being added
- Prescriptive incentives that were allowed by IECC 2009 will remain in place until 2015 (e.g. HVAC equipment efficiencies).
- On custom projects PA's have been allowed to follow IECC 2009 as a baseline for reported savings...not to worry, we'll also present the value proposition to the customer based on the new code (IECC 2012/ ASHRAE 90.1 2010) if the new code applies to a project,.
- Dispelling a myth: T-12 lamps are hard to come by but we still pay incentives to replace them



What are the next big things? Data Centers

- Interest and participation is accelerating each year
- The variety of solutions and scale of projects is taking off
- Still believe most of the market is untouched
- Some PA's are working towards better market characterization; what size do data centers come in and what to we promote in each size.



What are the next big things? Data Centers

1. Now finding it cost effective to replace a 250 ton Dx CRAC system with a complete chilled water system including free cooling, In row cooling and containment.
2. Refining the opportunity to put VFD on CRAC fans
3. Integrating energy efficiency into storage consolidation

What are the next big things? Labs and Clean Rooms

1. Huge growth in clean room air flow reduction projects
 1. Includes particle counters, reduced fan static
 2. An old concept but still many opportunities
2. PA's are typically seeing saving of \$2.00 to \$3.00/ SF per year
 1. Ventilation reduction but also commissioning of systems
3. Pick up in installations of Aircuity and other "intelligent" ventilation controls in labs and clean rooms



Some National Grid “New” things

- New Energy Recovery Ventilator Calculator
- Transformer replacement calculation tool
- Grocer Smart Program
- Monitoring Based Commissioning Pilot