

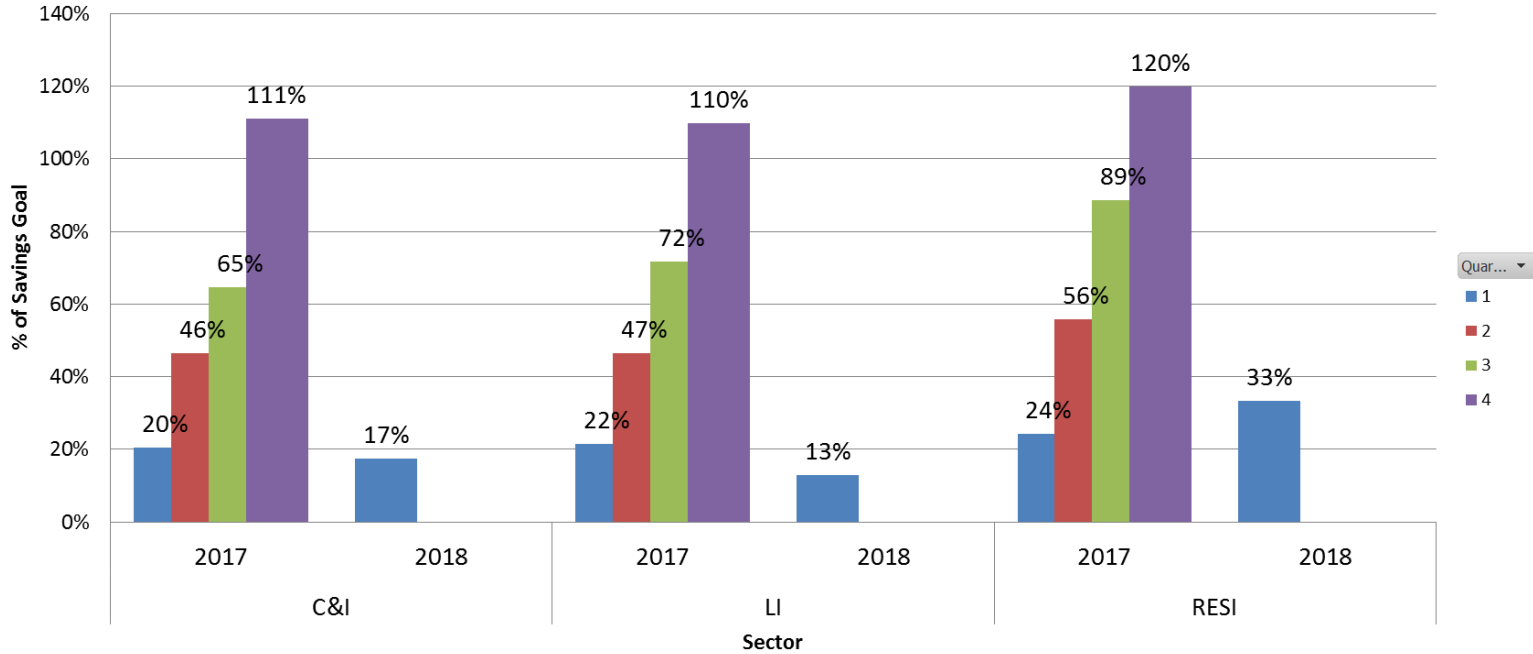
First Quarter 2018 Results

Collaborative and RI EERMC - June 21th 2018



Bringing energy to life

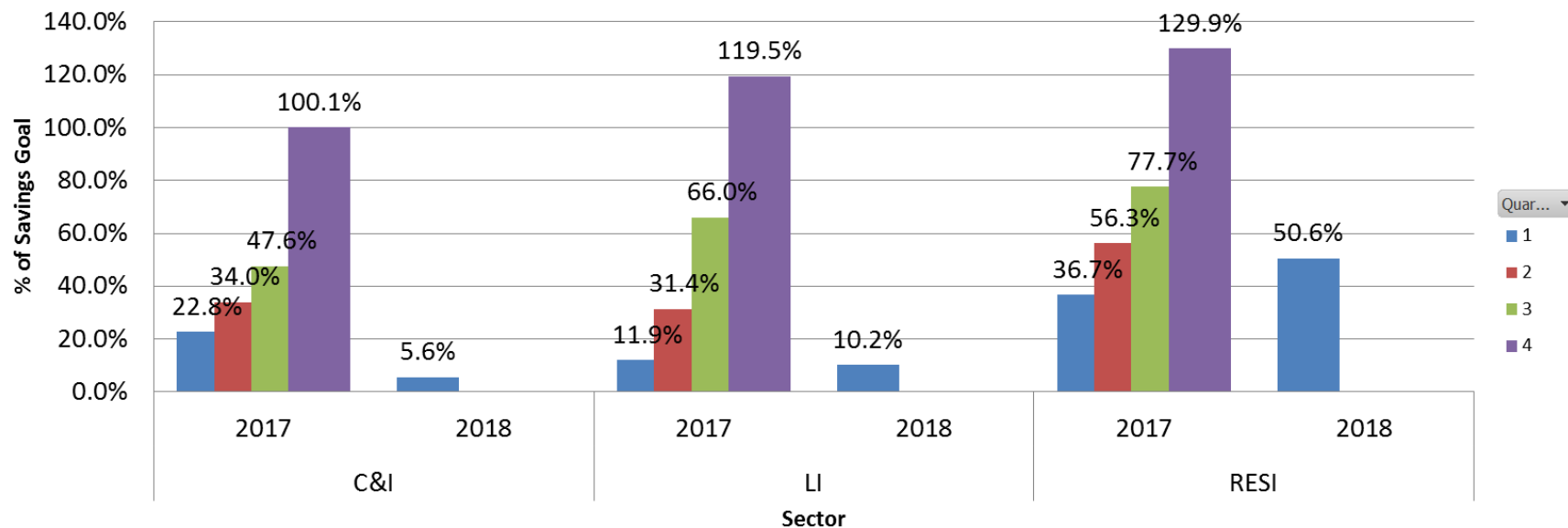
Progress Towards MWh Savings Goals Q1 2017 and Q1 2018 by Sector



Progress Towards Filed 2018 Goal

	kW	KWh	Participation	Expenses
C&I	18.2%	17.4%	39.5%	13.3%
IE	17.4%	12.9%	16.8%	17.4%
Resi	32.4%	33.4%	67.4%	23.9%
Total	23.5%	24.1%	68.9%	17.9%

Progress Towards MMBTU Savings Goals Q1 2017 and Q1 2018 by Sector



Progress Towards Filed 2018 Goal			
	MMBtu	Participation	Expenses
C&I	5.6%	3.9%	11.6%
IE	10.2%	3.5%	15.8%
Resi	50.6%	85.9%	18.7%
Total	21.8%	81.6%	16.0%

Residential Highlights

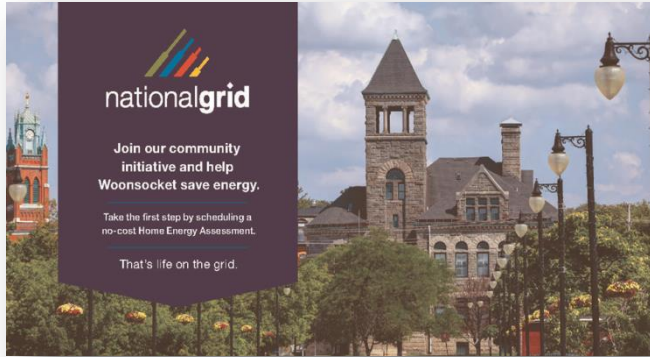
Building on today's success
while preparing for tomorrow

in

Q1 2018

Community Outreach and Training
Rhode Island Home Show
EnergyWise

Community-Based Outreach & Vendor Trainings



- Woonsocket joined the community initiative aiming to hit the following 2018 goals:
 - **279** Residential Assessments
 - **89** Weatherizations
 - **134** Refrigerators Recycled
 - **109** WiFi T-Stats Installed
 - **46** Small Business Projects

- Hosted multiple vendor trainings during Q1 including:
 - HVAC Contractors training
 - Income Eligible Services Best Practices Meeting
 - Residential Program Vendors Offsite Training



Rhode Island Home Show

- The 5th Annual Energy Expo at the RI Home Show took place from April 5-8 and was a resounding success.
 - 270 Customers signed up for energy assessments
 - 1,771 lighting kits were purchased
 - Conducted customer and vendor testimonials to learn about program impacts and experiences



EnergyWise

- Established \$500k revolving loan fund at Capital Good Fund for moderate income customers financing EE.
- Direct install of Nest E and Nest 3rd generation thermostats with customer copay.
- Received 2018 ENERGY STAR® Partner of the Year: Sustained Excellence Award in Program Delivery



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RI Energy Efficiency

2018 Q1

COMMERCIAL HIGHLIGHTS



NEW CONSTRUCTION



RETROFIT



SMALL BUSINESS
DIRECT INSTALL

C&I Q1 Overview

New Construction



22.0%
of the annual
electric goal
(3,069 MWh)



20.0%
of the annual gas goal
(8,549 MMBtu)

Retrofit



14.0% of
the annual
electric goal
(10,621 MWh)



2.3%
of the annual gas goal
(4,218 MMBtu)

Small Business



36.1% of
the annual
electric goal
(3,591 MWh)



14.3% of
the annual gas goal
(436 MMBtu)

Q1 Highlights



**Small
Business**

Non profit
Metals recycling facility



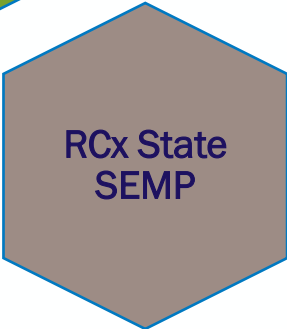
**Energy
Smart
Grocer**

Independent grocery chain (bulk of kWh)
Large retail/grocery



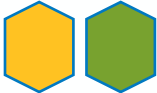
**Industrial
Initiative**

32 projects completed
28 Electric and 4 gas



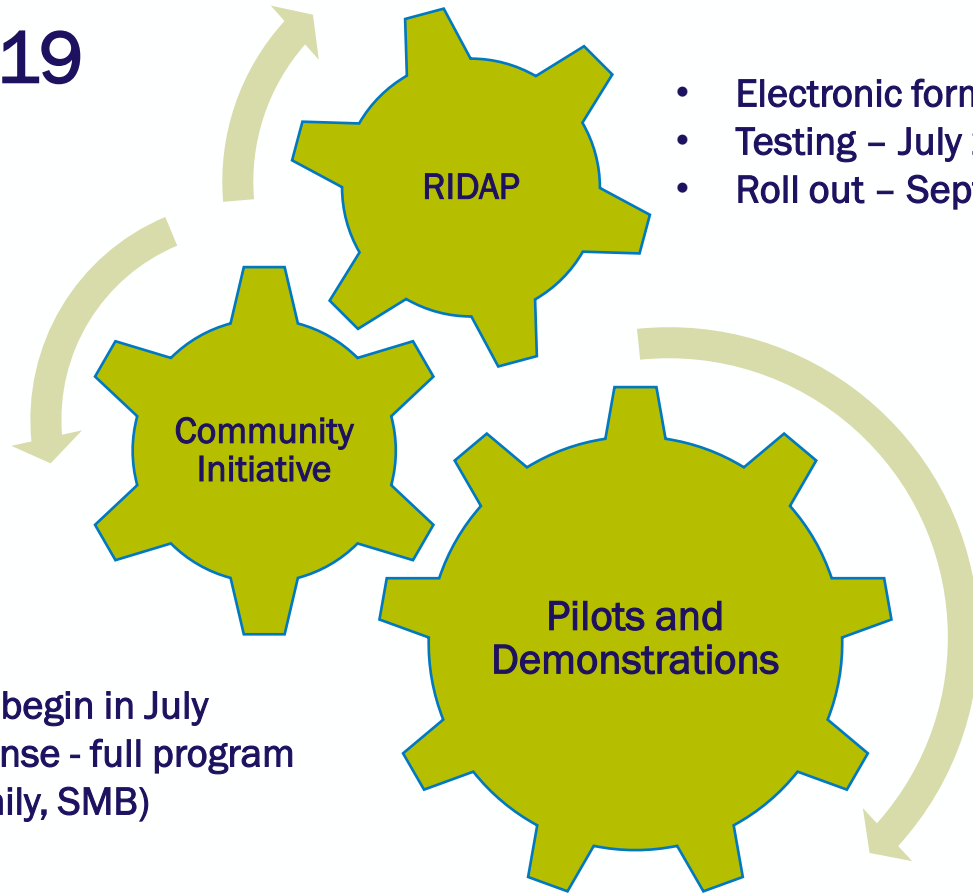
**RCx State
SEMP**

First RCx project -Siemens



Preparing for 2019

Welcome Woonsocket!



- Electronic forms for customers
- Testing – July 2018
- Roll out – Sept 2018

- SEM recruiting will begin in July
- C&I Demand response - full program
- DR Pilots (Multifamily, SMB)



Preparing for 2019

Projects	Concept	Exploratory	Planning & Design	Build	Launch	In-Flight
Behavior Change through education of small /medium plant personnel	100%	80%	25%	0%	0%	0%
Underutilized EE Technologies on mechanical power transmission systems	100%	80%	25%	0%	0%	0%
Secure Lighting Specs (SLS)	100%	100%	75%	50%	0%	0%
Turn Key Lighting Design	100%	100%	75%	50%	0%	0%
Advanced Daylighting Design	25%	0%	0%	0%	0%	0%
Web Based Lighting Training	100%	50%	50%	0%	0%	0%
Demand Response SMB	50%	5%	30%	0%	0%	0%
Demand Response C&I	100%	100%	100%	100%	100%	50%
Zero-Net Energy Buildings	89%	80%	50%	0%	0%	0%
Power Over Ethernet	0%	0%	0%	0%	0%	0%
Lighting as Service	100%	50%	0%	0%	0%	0%
SEM	100%	100%	75%	0%	0%	0%
Performance Based Procurement	100%	80%	40%	0%	0%	0%
Gas Demand Response	75%	0%	0%	0%	0%	0%

