

**Table G-1
National Grid
Gas DSM Funding Sources in 2020 by Sector
\$(000)**

	<u>Projections by Sector</u>			Total
	Income Eligible Residential	Non-Income Eligible Residential	Commercial & Industrial	
(1) Projected Budget (from G-2):	\$9,157.7	\$14,360.6	\$11,331.5	\$34,849.8
Sources of Other Funding:				
(2) Estimated Year-End 2018 Fund Balance and Interest:	\$0.00	(\$3,437.7)	\$76.7	(\$3,360.9)
(3) Low Income Weatherization in Base Rates:	<u>\$200.00</u>			<u>\$200.00</u>
(4) Total Other Funding:	\$200.0	(\$3,437.7)	\$76.7	(\$3,160.9)
(5) Customer Funding Required:	\$8,957.7	\$17,798.3	\$11,254.8	\$38,010.7
(6) Forecasted Firm Dth Sales	1,291,854	18,932,821	19,858,305	40,082,980
(7) Forecasted Non Firm Dth Sales			1,589,138	1,589,138
(8) Less: Exempt DG Customers			(1,330,639)	(1,330,639)
(9) Forecasted Dth Sales:	1,291,854	18,932,821	20,116,804	40,341,479
Average Energy Efficiency Program Charge per Dth				
(10) excluding Uncollectible Recovery:				\$0.942
Proposed Energy Efficiency Program Charge per Dth				
(11) excluding Uncollectible Recovery	\$1.057	\$1.057	\$0.826	
(12) Currently Effective Uncollectible Rate	<u>1.91%</u>	<u>1.91%</u>	<u>1.91%</u>	
Proposed Energy Efficiency Program Charge per Dth including Uncollectible Recovery:	\$1.077	\$1.077	\$0.842	
Currently Effective Energy Efficiency Program Charge				
(14) per Dth	\$0.715	\$0.715	\$0.420	
Adjustment to Reflect Fully Reconciling Funding				
(15) Mechanism	\$0.362	\$0.362	\$0.422	

Notes

(1) Projected Budget from G-2 includes OER and EERMC costs allocated to each sector based on forecasted sales.

(2) Fund Balance projections include projected revenue and spend through year-end with Residential and C&I sector subsidies applied to Income Eligible as detailed in the 2020 EE Plan Table G-1. The Company proposes to refile this table with updated Fund Balance projections on December 2, 2019 as proposed in Section 9(i) of the Plan's Main Text.

(11) As agreed to by the settling parties, the proposed EE program charges allow for the use of collections from one sector to fund energy efficiency services in other sectors that would otherwise not be supported with the proposed collection rates. The C&I charge includes collection of \$4.9 million of which \$4.5 million will be allocated to the low income sector and \$0.4 million to the residential sector.

(12) Uncollectible rate approved in Docket No. 4770.

**Table G-2
National Grid
2020 Gas Energy Efficiency Program Budget (\$000)**

	Program Planning and Administration	Marketing	Rebates and Other Customer Incentives	Sales, Technical Assistance and Training	Evaluation & Market Research	Shareholder Incentive	Grand Total
Non-Income Eligible Residential:							
ENERGY STAR® HVAC	\$76.5	\$169.5	\$1,585.4	\$244.8	\$20.9	\$0.0	\$2,097.2
EnergyWise	\$223.2	\$84.6	\$6,615.5	\$1,348.3	\$154.0	\$0.0	\$8,425.6
EnergyWise Multifamily	\$53.3	\$34.9	\$1,216.0	\$152.1	\$47.3	\$0.0	\$1,503.6
Home Energy Reports	\$18.5	\$1.0	\$423.5	\$5.0	\$20.1	\$0.0	\$468.1
Residential Pilots	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Residential New Construction	\$32.0	\$3.2	\$445.3	\$183.7	\$8.7	\$0.0	\$672.9
Comprehensive Marketing - Residential	\$0.2	\$67.2	\$0.0	\$0.0	\$0.0	\$0.0	\$67.4
Community Based Initiatives - Residential	\$1.8	\$21.6	\$22.5	\$0.0	\$0.0	\$0.0	\$45.8
Residential Shareholder Incentive	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$730.4	\$730.4
Subtotal - Non-Income Eligible Residential	\$405.4	\$382.0	\$10,308.1	\$1,934.0	\$251.0	\$730.4	\$14,011.0
Income Eligible Residential:							
Single Family - Income Eligible Services	\$149.8	\$33.0	\$4,305.0	\$1,125.4	\$54.8	\$0.0	\$5,668.0
Income Eligible Multifamily	\$86.8	\$11.4	\$2,474.5	\$309.7	\$107.3	\$0.0	\$2,989.7
Income Eligible Shareholder Incentive	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$476.2	\$476.2
Subtotal - Income Eligible Residential	\$236.6	\$44.4	\$6,779.5	\$1,435.0	\$162.1	\$476.2	\$9,133.8
Commercial & Industrial							
Large Commercial New Construction	\$21.8	\$161.5	\$1,289.6	\$754.3	\$294.4	\$0.0	\$2,521.7
Large Commercial Retrofit	\$249.2	\$268.5	\$2,480.7	\$1,841.1	\$229.2	\$0.0	\$5,068.8
Small Business Direct Install	\$3.5	\$37.9	\$50.0	\$30.7	\$2.4	\$0.0	\$124.5
Commercial & Industrial Multifamily	\$26.9	\$23.1	\$756.0	\$108.3	\$36.0	\$0.0	\$950.4
Commercial Pilots	\$54.2	\$9.5	\$1,134.8	\$35.5	\$42.0	\$0.0	\$1,276.0
Finance Costs	\$0.0	\$0.0	\$500.0	\$0.0	\$0.0	\$0.0	\$500.0
Community Based Initiatives - C&I	\$0.2	\$6.3	\$7.5	\$0.0	\$0.0	\$0.0	\$14.0
Commercial & Industrial Shareholder Incentive	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$504.9	\$504.9
Subtotal - Commercial & Industrial	\$355.7	\$506.8	\$6,218.6	\$2,770.0	\$604.1	\$504.86	\$10,960.1
Regulatory							
EERMC	\$372.4	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$372.4
OER	\$372.4	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$372.4
Subtotal - Regulatory	\$744.8	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$744.8
Grand Total	\$1,742.6	\$933.2	\$23,306.2	\$6,139.0	\$1,017.3	\$1,711.5	\$34,849.8

Notes:

- (1) OER and EERMC is equal to 2% of total collections from customers' Energy Efficiency Program Charge, reduced by 2%.
- (2) Finance Costs include a transfer of \$0.5 million to the Company's revolving loan funds
- (3) \$0 is included in 2020 OER budget for Evaluation and Market Research to comply with Senate Bill 2500, enacted in June 2018. The law requires the OER to hire an energy consulting company or firm to review and confirm reported energy savings.

Table G-3
National Grid
Derivation of the 2020 Spending & Implementation Budgets (\$000)

	Proposed 2020 Budget From G-2 (\$000)	Outside Finance and Stakeholder Oversight Costs (\$000)	Shareholder Incentive (\$000)	Eligible Sector Spending Budget for Shareholder Incentive on G-9 (\$000) ¹	Implementation Expenses for Cost-Effectiveness on G-5 (\$000) ²
Non-Income Eligible Residential					
ENERGY STAR® HVAC	\$ 2,097.2		\$ -		\$ 2,097.2
EnergyWise	\$ 8,425.6		\$ -		\$ 8,425.6
EnergyWise Multifamily	\$ 1,503.6		\$ -		\$ 1,503.6
Home Energy Reports	\$ 468.1		\$ -		\$ 468.1
Residential Pilots	\$ -		\$ -		\$ -
Residential New Construction	\$ 672.9				\$ 672.9
Comprehensive Marketing - Residential	\$ 67.4		\$ -		\$ 67.4
Community Based Initiatives - Residential	\$ 45.8		\$ -		\$ 45.8
Residential Shareholder Incentive	\$ 730.4		\$ 730.4		\$ -
Subtotal - Non-Income Eligible Residential	\$ 14,011.0	\$ -	\$ 730.4	\$ 13,280.6	\$ 13,280.6
Income Eligible Residential					
Single Family - Income Eligible Services	\$ 5,668.0		\$ -		\$ 5,668.0
Income Eligible Multifamily	\$ 2,989.7		\$ -		\$ 2,989.7
Income Eligible Shareholder Incentive	\$ 476.2		\$ 476.2		\$ -
Subtotal - Income Eligible Residential	\$ 9,133.8	\$ -	\$ 476.2	\$ 8,657.7	\$ 8,657.7
Commercial & Industrial					
Large Commercial New Construction	\$ 2,521.7		\$ -		\$ 2,521.7
Large Commercial Retrofit	\$ 5,068.8		\$ -		\$ 5,068.8
Small Business Direct Install	\$ 124.5		\$ -		\$ 124.5
Commercial & Industrial Multifamily	\$ 950.4		\$ -		\$ 950.4
Commercial Pilots	\$ 1,276.0		\$ -		\$ 1,276.0
Finance Costs	\$ 500.0	\$ 500.0	\$ -		\$ 500.0
Community Based Initiatives - C&I	\$ 14.0		\$ -		\$ 14.0
Commercial & Industrial Shareholder Incentive	\$ 504.9		\$ 504.9		\$ -
Subtotal - Commercial & Industrial	\$ 10,960.1	\$ 500.0	\$ 504.9	\$ 9,179.2	\$ 10,455.2
Regulatory					
EERMC	\$ 372.4	\$ 372.4			\$ 372.4
OER	\$ 372.4	\$ 372.4			\$ 372.4
Subtotal - Regulatory	\$ 744.8	\$ 744.8	\$ -		\$ 744.8
Grand Total	\$ 34,849.8	\$ 1,244.8	\$ 1,711.5	\$ 31,117.5	\$ 33,138.3

Notes:

- (1) Eligible Sector Spending Budget = Budget from G-2 minus Regulatory Costs, Pilots, and Shareholder Incentive
(2) Implementation Expenses = Budget from G-2 minus Shareholder Incentive

Table G-4
National Grid
Proposed 2020 Budget Compared to Approved 2019 Budget (\$000)

	Proposed Budget 2020 from G-2	2019 Approved Gas Budget	Difference
Non-Income Eligible Residential			
ENERGY STAR® HVAC	\$ 2,097.2	\$ 2,164.9	\$ (67.7)
EnergyWise	\$ 8,425.6	\$ 8,466.3	\$ (40.7)
EnergyWise Multifamily	\$ 1,503.6	\$ 1,677.5	\$ (173.9)
Home Energy Reports	\$ 468.1	\$ 447.9	\$ 20.2
Residential Pilots	\$ -	\$ -	\$ -
Residential New Construction	\$ 672.9	\$ 737.6	\$ (64.7)
Comprehensive Marketing - Residential	\$ 67.4	\$ 73.7	\$ (6.3)
Community Based Initiatives - Residential	\$ 45.8	\$ 39.0	\$ 6.9
Residential Shareholder Incentive	\$ 730.4	\$ 680.3	\$ 50.1
Subtotal - Non-Income Eligible Residential	\$ 14,011.0	\$ 14,287.2	\$ (276.2)
Income Eligible Residential			
Single Family - Income Eligible Services	\$ 5,668.0	\$ 5,012.8	\$ 655.1
Income Eligible Multifamily	\$ 2,989.7	\$ 2,932.7	\$ 57.0
Income Eligible Shareholder Incentive	\$ 476.2	\$ 397.3	\$ 78.9
Subtotal - Income Eligible Residential	\$ 9,133.8	\$ 8,342.8	\$ 791.0
Commercial & Industrial			
Large Commercial New Construction	\$ 2,521.7	\$ 2,389.2	\$ 132.4
Large Commercial Retrofit	\$ 5,068.8	\$ 4,214.0	\$ 854.8
Small Business Direct Install	\$ 124.5	\$ 124.4	\$ 0.0
Commercial & Industrial Multifamily	\$ 950.4	\$ 918.4	\$ 32.0
Commercial Pilots	\$ 1,276.0	\$ 381.1	\$ 894.9
Finance Costs	\$ 500.0	\$ -	\$ 500.0
Community Based Initiatives - C&I	\$ 14.0	\$ 13.0	\$ 0.9
Commercial & Industrial Shareholder Incentive	\$ 504.9	\$ 383.0	\$ 121.9
Subtotal Commercial & Industrial	\$ 10,960.1	\$ 8,423.1	\$ 2,537.0
Regulatory			
EERMC	\$ 372.4	\$ 235.5	\$ 136.9
OER	\$ 372.4	\$ 304.2	\$ 68.2
Subtotal Regulatory	\$ 744.8	\$ 539.7	\$ 205.1
TOTAL BUDGET	\$ 34,849.8	\$ 31,592.8	\$ 3,257.0

Notes:

- (1) Program Implementation Budget excludes Commitments, Company Incentive; derived on Table G-3
- (2) Total Budget includes Implementation, Commitments; illustrated on Table G-3
- (3) Finance Costs include a transfer of \$0.5 million to the Company's revolving loan funds.

Table G-5
National Grid
Calculation of 2020 Program Year Cost-Effectiveness
All Dollar Values in (\$000)

	Rhode Island Benefit/ Cost	Total Benefit	Program Implementation Expenses	Customer Contribution	Shareholder Incentive	\$/Lifetime MMBtu
Non-Income Eligible Residential						
Energy Star® HVAC	2.14	\$ 10,027.6	\$ 2,097.2	\$ 2,584.5		\$ 9.61
EnergyWise	1.99	\$ 20,611.8	\$ 8,425.6	\$ 1,923.5		\$ 17.02
EnergyWise MultiFamily	3.81	\$ 7,033.4	\$ 1,503.6	\$ 344.0		\$ 7.79
Home Energy Reports	4.14	\$ 1,936.4	\$ 468.1	\$ -		\$ 4.06
Residential New Construction	0.94	\$ 1,197.5	\$ 672.9	\$ 605.5		\$ 16.37
Comprehensive Marketing - Residential			\$ 67.4			
Community Based Initiatives - Residential			\$ 45.8			
Residential Pilots			\$ -			
Non-Income Eligible Residential Subtotal	2.10	\$ 40,806.7	\$ 13,280.6	\$ 5,457.5	\$ 730.4	\$ 12.28
Income Eligible Residential						
Single Family - Income Eligible Services	2.89	\$ 16,369.2	\$ 5,668.0	\$ -		\$ 29.41
Income Eligible Multifamily	5.76	\$ 17,211.5	\$ 2,989.7	\$ -		\$ 6.63
Income Eligible Residential Subtotal	3.68	\$ 33,580.7	\$ 8,657.7	\$ -	\$ 476.2	\$ 13.45
Large Commercial & Industrial						
Large Commercial New Construction	6.08	\$ 17,843.8	\$ 2,521.7	\$ 412.8		\$ 4.03
Large Commercial Retrofit	5.91	\$ 42,809.8	\$ 5,068.8	\$ 2,179.5		\$ 4.50
Small Business Direct Install	6.84	\$ 990.7	\$ 124.5	\$ 20.4		\$ 4.04
Commercial & Industrial Multifamily	4.37	\$ 4,516.4	\$ 950.4	\$ 84.0		\$ 6.36
Commercial Pilots			\$ 1,276.0			
Community Based Initiatives - C&I			\$ 14.0			
Finance Costs			\$ 500.0			
Commercial & Industrial Subtotal	4.84	\$ 66,160.7	\$ 10,455.2	\$ 2,696.7	\$ 504.9	\$ 5.19
Regulatory						
EERMC			\$ 372.4			
OER			\$ 372.4			
Regulatory Subtotal			\$ 744.8			
Grand Total	3.27	\$ 140,548.0	\$ 33,138.3	\$ 8,154.2	\$ 1,711.5	\$ 8.78

Notes:

(1) RI Test B/C Test = (Energy + Capacity + Resource Benefits+Economic Benefits + Carbon Benefits) / (Program Implementation + Customer Contribution + Shareholder Incentive)

Also includes effects of free-ridership and spillover.

(2) For Implementation Expenses derivation, see Table G-3.

Table G-5A
National Grid
Calculation of 2019 Program Year Cost-Effectiveness with TRC Test
All Dollar Values in (\$000)

	TRC Benefit/ Cost	Total Benefit	Program Implementation Expenses	Customer Contribution	Shareholder Incentive	\$/Lifetime MMBtu
Non-Income Eligible Residential						
Energy Star® HVAC	1.31	\$ 6,117.5	\$ 2,097.2	\$ 2,584.5		\$ 9.61
EnergyWise	0.91	\$ 9,408.0	\$ 8,425.6	\$ 1,923.5		\$ 17.02
EnergyWise MultiFamily	1.92	\$ 3,540.5	\$ 1,503.6	\$ 344.0		\$ 7.79
Home Energy Reports	1.92	\$ 897.8	\$ 468.1	\$ -		\$ 4.06
Residential New Construction	0.56	\$ 711.5	\$ 672.9	\$ 605.5		\$ 16.37
Comprehensive Marketing - Residential			\$ 67.4			
Community Based Initiatives - Residential			\$ 45.8			
Residential Demonstration and R&D			\$ -			
Non-Income Eligible Residential Subtotal	1.06	\$ 20,675.2	\$ 13,280.6	\$ 5,457.5	\$ 730.4	\$ 12.28
Income Eligible Residential						
Single Family - Income Eligible Services	1.74	\$ 9,886.7	\$ 5,668.0	\$ -		\$ 29.41
Income Eligible Multifamily	3.55	\$ 10,615.6	\$ 2,989.7	\$ -		\$ 6.63
Income Eligible Residential Subtotal	2.24	\$ 20,502.4	\$ 8,657.7	\$ -	\$ 476.2	\$ 13.45
Large Commercial & Industrial						
Large Commercial New Construction	3.76	\$ 11,042.9	\$ 2,521.7	\$ 412.8		\$ 4.03
Large Commercial Retrofit	3.14	\$ 22,741.5	\$ 5,068.8	\$ 2,179.5		\$ 4.50
Small Business Direct Install	4.22	\$ 612.0	\$ 124.5	\$ 20.4		\$ 4.04
Commercial & Industrial Multifamily	1.92	\$ 1,991.1	\$ 950.4	\$ 84.0		\$ 6.36
Commercial Demonstration and R&D			\$ 1,276.0			
Community Based Initiatives - C&I			\$ 14.0			
Finance Costs			\$ 500.0			
Commercial & Industrial Subtotal	2.66	\$ 36,387.6	\$ 10,455.2	\$ 2,696.7	\$ 504.9	\$ 5.19
Regulatory						
EERMC			\$ 372.4			
OER			\$ 372.4			
Regulatory Subtotal			\$ 744.8			
Grand Total	1.80	\$ 77,565.2	\$ 33,138.3	\$ 8,154.2	\$ 1,711.5	\$ 8.78

Notes:

- (1) TRC B/C Test = (Energy + Capacity + Resource Benefits) / (Program Implementation + Customer Contribution + Shareholder Incentive)
Also includes effects of free-ridership and spillover.
- (2) For Implementation Expenses derivation, see Table G-3.

**Table G-6
National Grid
Summary of 2020 Benefits by Program**

	Benefits (\$000)		
	Total	Natural Gas	Non-Gas Benefit
Non-Income Eligible Residential			
EnergyWise	\$20,611.8	\$5,428.0	\$15,183.8
Energy Star® HVAC	\$10,027.6	\$4,378.6	\$5,649.0
EnergyWise Multifamily	\$7,033.4	\$2,123.0	\$4,910.4
Home Energy Reports	\$1,936.4	\$846.4	\$1,090.0
Residential New Construction	\$1,197.5	\$696.8	\$500.6
Non-Income Eligible Residential SUBTOTAL	\$40,806.7	\$13,472.8	\$27,333.9
Income Eligible Residential			
Single Family - Income Eligible Services	\$16,369.2	\$1,738.3	\$14,630.8
Income Eligible Multifamily	\$17,211.5	\$4,040.2	\$13,171.3
Income Eligible Residential SUBTOTAL	\$33,580.7	\$5,778.5	\$27,802.1
Commercial & Industrial			
Large Commercial New Construction	\$17,843.8	\$5,493.3	\$12,350.5
Large Commercial Retrofit	\$42,809.8	\$13,196.1	\$29,613.8
Small Business Direct Install	\$990.7	\$250.1	\$740.5
Commercial & Industrial Multifamily	\$4,516.4	\$1,276.3	\$3,240.1
Commercial & Industrial SUBTOTAL	\$66,160.7	\$20,215.7	\$45,944.9
Grand Total	\$140,548.0	\$39,467.1	\$101,081.0

**Table G-6
National Grid
Summary of 2020 Impacts by Program**

	Gas Saved (MMBtu)		Electric Energy Saved			
	Annual	Lifetime	MWh		MMBtu	
			Annual	Lifetime	Annual	Lifetime
Non-Income Eligible Residential						
EnergyWise	25,621	608,029	153	3,778	522	12,891
Energy Star® HVAC	30,089	487,067	49	727	168	2,480
EnergyWise Multifamily	14,599	237,079	-	-	-	-
Home Energy Reports	115,426	115,426	-	-	-	-
Residential New Construction	4,143	78,090	-	-	-	-
Non-Income Eligible Residential SUBTOTAL	189,878	1,525,692	202	4,505	690	15,370
Income Eligible Residential						
Single Family - Income Eligible Services	9,637	192,738	62	1,246	213	4,250
Income Eligible Multifamily	24,453	451,168	-	-	-	-
Income Eligible Residential SUBTOTAL	34,090	643,906	62	1,246	213	4,250
Commercial & Industrial						
Large Commercial New Construction	42,806	728,177	0.4	6	1	22
Large Commercial Retrofit	156,481	1,609,082	-	-	-	-
Small Business Direct Install	2,523	35,829	0.1	1	0.2	3
Commercial & Industrial Multifamily	11,203	162,746	-	-	-	-
Commercial & Industrial SUBTOTAL	213,013	2,535,835	0.4	7	1	25
Grand Total	436,981	4,705,432	265	5,758	904	19,646

Notes:

1) Lifetime savings are equal to annual savings multiplied by the expected life of measures expected to be installed in each program.

**Table G-7
National Grid
Comparison of 2020 and 2019 Goals**

	Proposed 2020 Goal	Proposed 2020 Tracking		Approved 2019	Difference
	Lifetime Energy Savings (MMBtu Natural Gas)	Annual Energy Savings (MMBtu Natural Gas)	Planned Unique Participants	Annual Energy Savings (MMBtu Natural Gas)	Annual Energy Savings (MMBtu Natural Gas)
Non-Income Eligible Residential					
EnergyWise	608,029	25,621	2,300	27,806	-2,185
Energy Star® HVAC	487,067	30,089	1,830	27,960	2,130
EnergyWise Multifamily	237,079	14,599	4,000	16,043	-1,444
Home Energy Reports	115,426	115,426	107,414	115,520	-94
Residential New Construction	78,090	4,143	313	4,741	-597
Non-Income Eligible Residential SUBTOTAL	1,525,692	189,878	115,858	192,069	-2,191
Income Eligible Residential					
Single Family - Income Eligible Services	192,738	9,637	820	9,178	459
Income Eligible Multifamily	451,168	24,453	3,500	20,487	3,966
Income Eligible Residential SUBTOTAL	643,906	34,090	4,320	29,665	4,424
Commercial & Industrial					
Large Commercial New Construction	728,177	42,806	187	42,536	270
Large Commercial Retrofit	1,609,082	156,481	70	155,049	1,432
Small Business Direct Install	35,829	2,523	65	2,559	-36
Commercial & Industrial Multifamily	162,746	11,203	2,289	10,829	374
Commercial & Industrial SUBTOTAL	2,535,835	213,013	2,611	210,974	2,039
TOTAL	4,705,432	436,981	122,789	432,708	4,273

Notes:

- (1) Participants can participate in more than one program, for example Home Energy Reports and EnergyWise.
- (2) Planned 2020 participation takes into account net-to-gross and estimates unique participation by taking into account 2018 unique customer accounts to savings ratios. Therefore the number of planned measures may be more than the planned participants. For measure counts please view the widgets tables at the end of the Residential and C&I text sections. Table G-7 no longer includes a comparison to the previous year's participation. Due to the way unique participation is calculated it is not possible to compare year-over-year results.

Table G-8
National Grid
Avoided Costs Used in 2020 Benefit-Cost Model

Year	RESIDENTIAL				COMMERCIAL & INDUSTRIAL		
	Non Heating	Hot Water	Heating	All	Non Heating	Heating	All
2020	5.41	7.13	8.40	7.82	6.22	7.57	6.98
2021	6.33	8.05	9.33	8.75	7.14	8.50	7.90
2022	6.26	7.97	9.25	8.67	7.06	8.42	7.83
2023	6.27	7.98	9.25	8.67	7.08	8.42	7.84
2024	6.36	8.05	9.33	8.75	7.16	8.50	7.91
2025	6.38	8.06	9.34	8.76	7.17	8.51	7.93
2026	6.45	8.13	9.40	8.83	7.25	8.58	8.00
2027	6.49	8.16	9.43	8.85	7.28	8.61	8.03
2028	6.61	8.27	9.54	8.97	7.40	8.72	8.14
2029	6.71	8.37	9.64	9.07	7.50	8.82	8.24
2030	6.77	8.42	9.69	9.12	7.55	8.87	8.30
2031	6.93	8.58	9.84	9.27	7.71	9.03	8.45
2032	6.95	8.58	9.84	9.28	7.72	9.03	8.46
2033	6.89	8.52	9.78	9.22	7.66	8.97	8.40
2034	6.80	8.42	9.68	9.12	7.57	8.87	8.30
2035	6.83	8.44	9.69	9.14	7.60	8.89	8.32
2036	6.87	8.47	9.72	9.17	7.63	8.92	8.36
2037	6.91	8.51	9.75	9.20	7.67	8.95	8.39
2038	6.95	8.54	9.78	9.23	7.70	8.99	8.43
2039	6.99	8.57	9.81	9.26	7.74	9.02	8.46
2040	7.03	8.60	9.84	9.29	7.78	9.05	8.49
2041	7.07	8.63	9.87	9.33	7.81	9.08	8.53
2042	7.11	8.67	9.90	9.36	7.85	9.11	8.56
2043	7.15	8.70	9.93	9.39	7.89	9.15	8.60
2044	7.19	8.73	9.96	9.42	7.93	9.18	8.63
2045	7.23	8.76	9.99	9.45	7.96	9.21	8.67
2046	7.27	8.80	10.02	9.49	8.00	9.24	8.70
2047	7.31	8.83	10.05	9.52	8.04	9.28	8.73
2048	7.35	8.86	10.09	9.55	8.08	9.31	8.77

From 2018 Avoided Cost Study Update
Appendix C for Southern New England

Table G-9
National Grid
2020 Targeted Shareholder Incentive

Incentive Rate: 5.50%

Sector	(1) Eligible Spending Budget \$(000)	(2) Target Incentive \$(000)	(3) Target Savings Goal (Lifetime MMBtu)	(4) Threshold Savings (MMBtu)	(5) Target Incentive Per Lifetime MMBtu
Income Eligible Residential	\$8,658	\$476.2	643,906	482,929	\$0.74
Non-Income Eligible Residential	\$13,281	\$730.4	1,525,692	1,144,269	\$0.48
Commercial & Industrial	\$9,179	\$504.9	2,535,835	1,901,876	\$0.20
Total	\$31,117	\$1,711.5	4,705,432	3,529,074	\$0.36

Notes:

- (1) Eligible Spending Budget excludes EERMC, OER, Pilots, and Shareholder Incentive. See Table G-3 for details.
- (2) Equal to the incentive rate (5.5%) x Column (1).
- (3) See Table G-7
- (4) 75% of Column (3). No incentive is earned on annual MMBtu savings in the sector unless the Company achieves at least this threshold level of performance.
- (5) Column (2)*1000/Column (3). This illustration is for achieved savings equal to the savings target. The incentive earned per MMBtu will vary with the percent of the savings target achieved

The shareholder incentive will be calculated as follow, where SB is the Spending Budget in the sector:

- From 75% of savings to 100% of savings: Shareholder Incentive = SB x (1.25% + (% of Savings Achieved - 75%) x 0.17)
- From 100% of savings to 125% of savings: Shareholder Incentive = SB x (5.50% + (% of Savings Achieved - 100%) x 0.05)
- At 125% of savings, Shareholder Incentive is capped at 6.75% of SB

Table G-10
National Grid
Revolving Loan Fund Projections

Large C&I Revolving Loan Fund

(1)	Total Loan Fund Deposits Through 2019	\$ 3,090,440
(2)	Current Loan Fund Balance	\$ 1,655,978
(3)	Projected Loans by Year End 2019	\$ 615,000
(4)	Projected Repayments by Year End 2019	\$ 432,910
(5)	Projected Year End Loan Fund Balance 2019	\$ 1,473,888
(6)	2019 Fund Injection	\$ 500,000
(7)	Projected Loan Fund Balance, January 2020	\$ 1,973,888
(8)	Projected Repayments throughout 2020	\$ 500,000
(9)	Estimated Loans in 2020	\$ 1,100,000
(10)	Projected Year End Loan Fund Balance 2020	\$ 1,373,888

Notes

1 Funding injections since loan funds began.

2 Current Loan Fund Balance is through May 2019

3 Projected Loans by Year End 2019 is estimated based on current commitments

4 Projected Repayments by Year End 2019 is estimated based on projected loans by year end and repayment schedules

5 Equal to (2) - (3) + (4)

6 Fund Injection, as budgeted on E-2

7 Equal to (5) + (6)

8 Assumption based on average repayments over 12 months; repayments accumulate over time and may vary widely.