

Fourth Quarter 2019 Results

RI EERMC

February 27, 2020

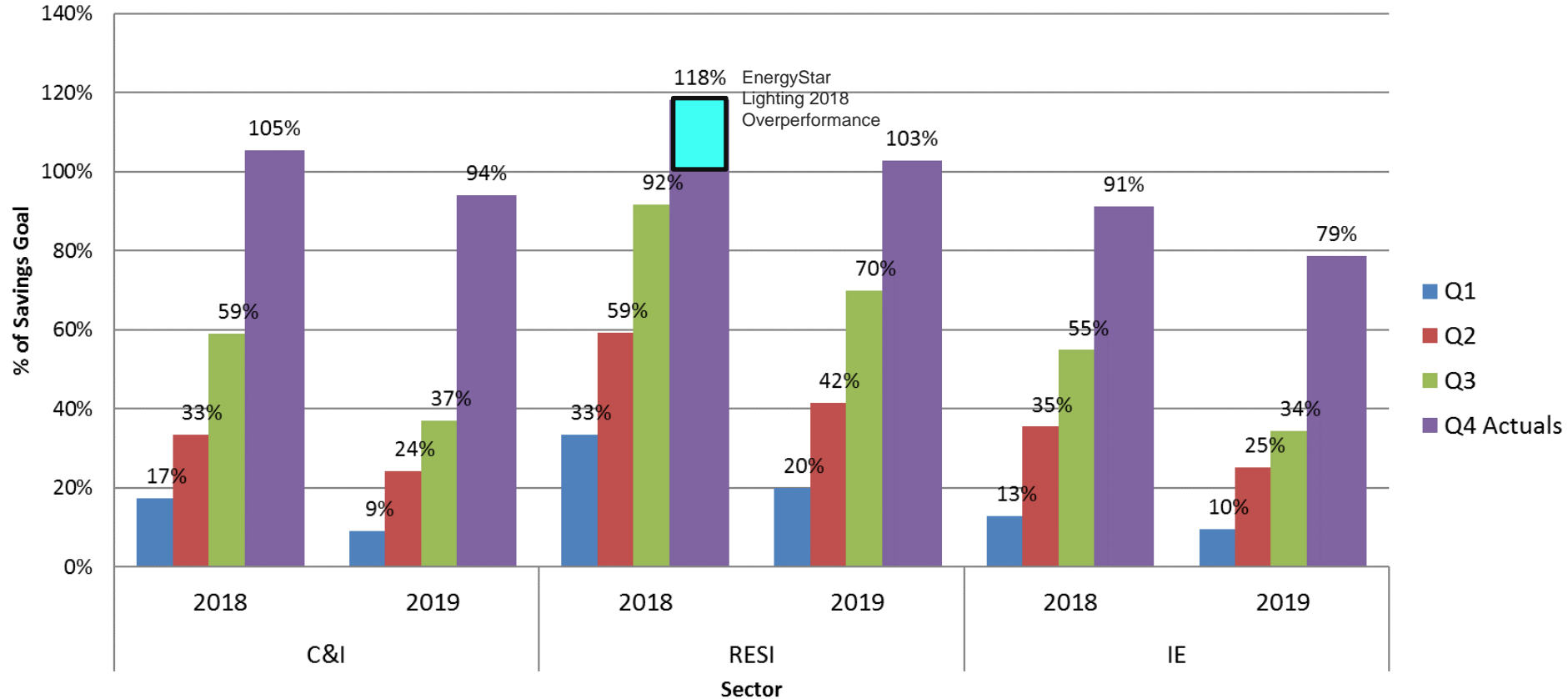
National Grid



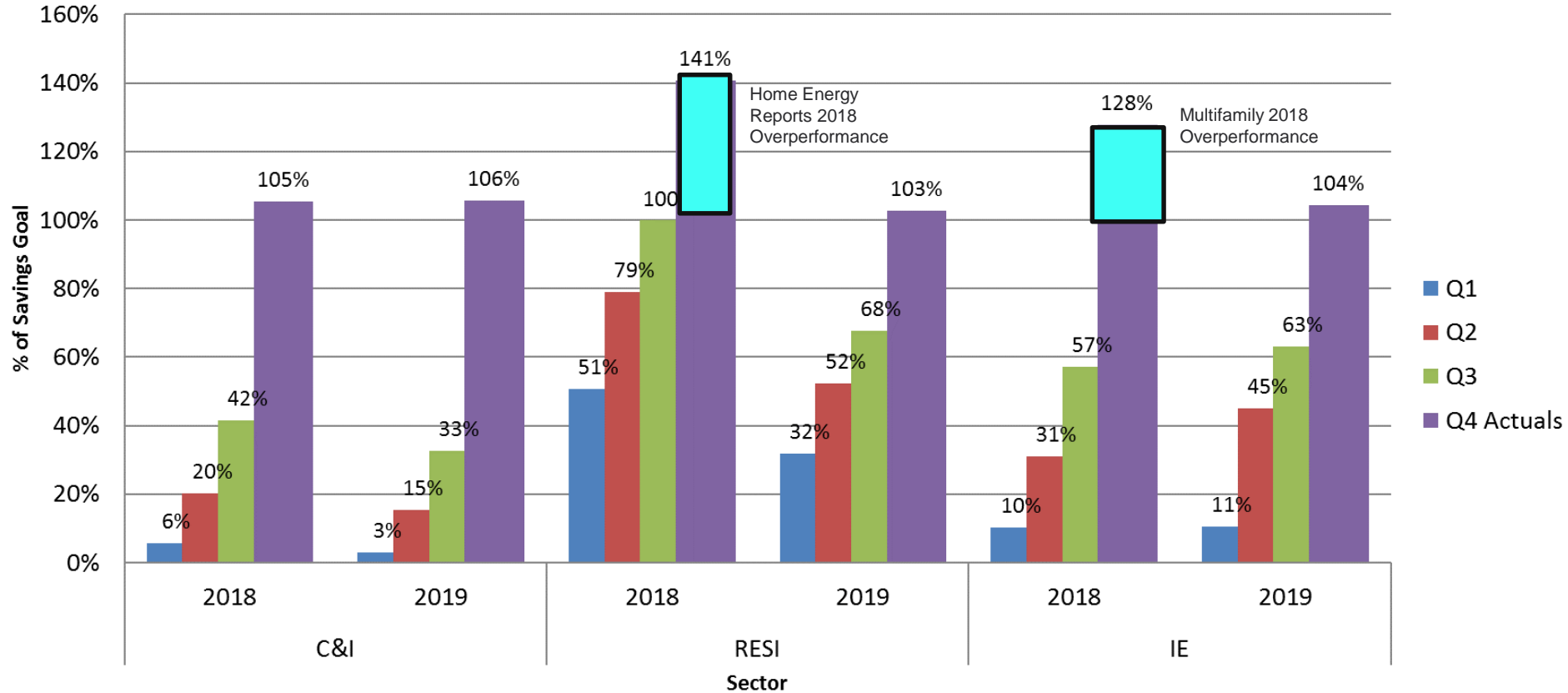
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Electric Portfolio Progress Towards Energy Savings Goals (Annual MWh), 2018 and 2019 by Sector by Quarter



Gas Portfolio Progress Towards Energy Savings Goal (Annual MMBtu), 2018 and 2019 by Sector by Quarter



Residential Q4 Overview

Market Rate



103%

of the annual
electric goal
(94,274 MWh)



103%

of the annual gas
goal (197,296
MMBtu)

Income Eligible



79%

of the annual
electric goal
(5,482 MWh)



104%

of the annual gas
goal (30,931 MMBtu)

Residential Highlights

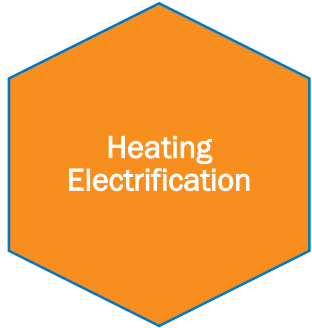
01 Connected Solutions

02 EnergyWise

03 Residential New Construction

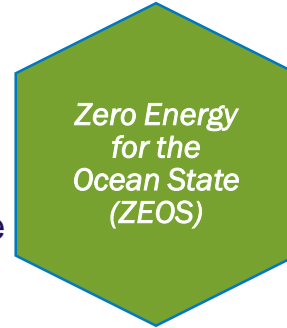
04 HVAC/Electrification of Heat

Fourth Quarter Highlights



2019 Success

405 single family homes served
3 multifamily facilities
76 Air Source Heat Pumps in Income Eligible multifamily facilities



3 Project Teams Awarded RI Housing and OER leading design and construction of Zero Energy housing units



Aquidneck Island Communities

Achieved 12-month stretch goal within four months



Personalization Efforts

Focused on Income Eligible messaging and Target Rank for high users

C&I Q4 Overview

New Construction



119%

of the annual
electric goal
(12,921 MWh)

Retrofit



89%

of the annual
electric goal
(65,149 MWh)

Small Business



100%

of the annual
electric goal
(12,167 MWh)



111%

of the annual gas
goal (47,339 MMBtu)



104%

of the annual gas goal
(161,814 MMBtu)



114%

of the annual gas
goal (2,938 MMBtu)

Commercial and Industrial Highlights

-
- 01** Large Commercial New Construction

 - 02** Large Commercial Retrofit

 - 03** Small Business Direct Install

 - 04** Commercial and Industrial Pilots, Assessments, and Demonstrations

 - 05** Codes and Standards

Large Commercial New Construction

New Construction Highlights:

- A food processor company located in southern Rhode Island constructed a new processing building with an ammonia refrigeration system and three evaporative compressors
 - Completed in the 4th quarter of 2019, the new building includes variable frequency drive controls, an evaporative condenser, and kitchen demand controls ventilation
 - Project Savings: 95 MWh and 434 MMBtu



Rooftop condenser and compressors packaged in one unit

Large Commercial Retrofit

Retrofit Highlights

- A small laminating company -
 - Installed a “1-Shot” laminator that can achieve the same production results as the back-to-back laminating process that was previously required
 - The project resulted in >65% reduction in kWh during the laminating process

- **Nationwide Pharmacy Chain**
 - A leading pharmaceutical chain installed a significant rollout of exterior lighting updates at 26 locations throughout Rhode Island
 - The project resulted in ~515MWh of annual savings



Small Business Direct Install Program

Small Business Direct Install Highlights:

- Small Plastic Manufacturer used the Customer Directed Option, the plastics manufacturer was able to complete an LED project
 - The project yielded ~46MWh of annual energy savings and ~\$6,900 in avoided energy costs
 - In addition to the energy savings, the customer was pleased with impact of the new lighting in the office space

Commercial and Industrial Pilots, Assessments, and Demonstrations

- **Connected Solutions** – The Targeted Dispatch measure of the Commercial Connected Solutions program curtailed an average of 31.5 MW with 115 customer accounts participating in one event over the summer
- **Zero Energy Builds** – Approximately 45 people participated in the Zero Energy Buildings Forum. We had some outstanding presenters who were able to provide insights on how school, single family and multifamily projects in the Northeast are getting to zero with smart design and an integrated approach. Attendees included Architects, builders, owners, engineers and policy makers



Zero Energy Forum, Tiverton Library

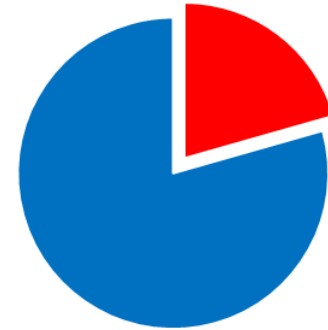
Codes and Standards

Code Compliance / Green Workforce Support Highlight: *Partnership with RIBA's Pre-Apprenticeship Program*



Energy code now included in RIBA's curriculum. Five trainings held in Q4.

Q4 Attendees



A small but important piece of our code compliance support initiative