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August 23, 2022

**VIA ELECTRONIC MAIL**

Luly E. Massaro, Commission Clerk  
Rhode Island Public Utilities Commission  
89 Jefferson Boulevard  
Warwick, RI 02888

**RE: Docket 5076 – 2021 Energy Efficiency Plan Year-End Report  
Responses to PUC Data Requests – Set 4**

Dear Ms. Massaro:

On behalf of The Narragansett Electric Company d/b/a Rhode Island Energy (the “Company”), enclosed please find an electronic version<sup>1</sup> of the Company’s responses to the Public Utilities Commission’s Fourth Set of Data Requests in the above-referenced matter.

Thank you for your attention to this filing. If you have any questions, please do not hesitate to contact me at 401-784-4263.

Sincerely,

A handwritten signature in blue ink, appearing to read "Andrew S. Marcaccio".

Andrew S. Marcaccio

cc: Docket 5076 Service List  
Margaret L. Hogan, Esq.  
John Bell, Division  
Joel Munoz, Division

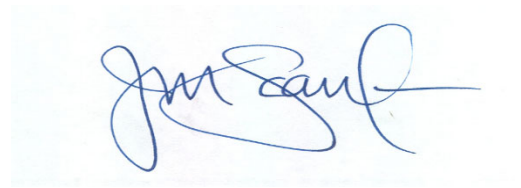
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<sup>1</sup> Per a communication from Commission counsel on October 4, 2021, the Company is submitting an electronic version of this filing followed by six (6) hard copies filed with the Clerk within 24 hours of the electronic filing.

Certificate of Service

I hereby certify that a copy of the cover letter and any materials accompanying this certificate was electronically transmitted to the individuals listed below.

The paper copies of this filing are being hand delivered to the Rhode Island Public Utilities Commission and to the Rhode Island Division of Public Utilities and Carriers.



\_\_\_\_\_  
Joanne M. Scanlon

August 23, 2022

Date

**Docket No. 5076 – The Narragansett Electric Co. d/b/a Rhode Island Energy  
– 2021-2023 Energy Efficiency Program Plan & 2021 Annual Energy  
Efficiency Program Plan  
Service list updated 6/1/2022**

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PUC 4-1

Request:

Referencing the table provided by the Company in response to PUC 2-1, please add 2 new columns that show planned spend and actual spend for each of the measures.

Response:

Please note that the Company's response to PUC 2-1 only referenced the October 2020 planned units as reflected on Bates 335 of the 2021 Annual Energy Efficiency Plan. The planned spend (and correlating planned units) were adjusted in December 2020 based on Order No. 24225, ¶ 2,<sup>1</sup> which directed the Company to maintain the budget for the 2021 EnergyWise programs at the 2020 budget levels. The adjustment to planned spend (and correlating planned units) are reflected in the Company's compliance filing dated December 23, 2020. See below table which shows the October 2020 and December 2020 planned units and spend as well as actual units and spend.

**COMPANY NATURAL GAS ENERGY EFFICIENCY IN RHODE ISLAND**

Gas Non-Income Eligible EnergyWise  
Planned vs. Actual Units and Incentive Spend  
Program Year 2021

| Program    | Measure               | Units                    |                          |        | Incentive Spend       |                       |              |
|------------|-----------------------|--------------------------|--------------------------|--------|-----------------------|-----------------------|--------------|
|            |                       | Planned<br>(Oct<br>2020) | Planned<br>(Dec<br>2020) | Actual | Planned<br>(Oct 2020) | Planned<br>(Dec 2020) | Actual       |
| EnergyWise | Aerator               | 110                      | 110                      | 692    | \$1,100               | \$1,100               | \$6,920      |
|            | Weatherization        | 2,260                    | 1,947                    | 3,189  | \$7,241,040           | \$6,238,188           | \$10,217,556 |
|            | Air Sealing Kit (Gas) | 633                      | 575                      | 408    | \$13,293              | \$12,075              | \$8,568      |
|            | Showerhead            | 358                      | 325                      | 1,695  | \$7,518               | \$6,825               | \$35,595     |
|            | Pipe Wrap             | 5,500                    | 4,928                    | 5,151  | \$71,500              | \$64,064              | \$66,963     |
|            | THERMOSTAT            | 1,650                    | 1,500                    | 2,659  | \$198,000             | \$180,000             | \$319,080    |
|            | WiFi THERMOSTAT       | 275                      | 250                      | 118    | \$57,200              | \$52,000              | \$24,544     |

<sup>1</sup> See <https://ripuc.ri.gov/sites/g/files/xkgbur841/files/eventsactions/docket/5076-NGrid-Ord24225-%289-21-2021%29.pdf>. PDF Page 49 of 62.

PUC 4-2

Request:

Please provide a table formatted similarly to Table G-2 in the 2021 Year-End Report that shows planned vs. actual benefits of the 2021 Gas Efficiency Program for each of the benefits categories.

Response:

Please see Attachment PUC 4-2.

COMPANY ENERGY EFFICIENCY PROGRAMS IN RHODE ISLAND  
Summary of Actual and Planned 2021 EE Benefits (\$000)

| Actual Benefits                                 |                    |                      |                   |               |                   |                |                |                |              |                 |                 |               |                 |                          |                              |                          |                              |              |                  |                   |                   |                  |                   |
|---|--------------------|----------------------|-------------------|---------------|-------------------|----------------|----------------|----------------|--------------|-----------------|-----------------|---------------|-----------------|--------------------------|------------------------------|--------------------------|------------------------------|--------------|------------------|-------------------|-------------------|------------------|-------------------|
|   | Total              | Natural Gas Benefits |                   | Utility NEIs  | Electric Capacity |                |                |                |              | Electric Energy |                 |               |                 | Non-Electric and Non-Gas |                              |                          |                              | Societal     |                  |                   |                   |                  |                   |
|   |                    | Natural Gas          | Natural Gas DRIPE | Utility NEIs  | Summer Generation | Capacity DRIPE | Trans          | Dist           | Reliability  | Winter Peak     | Winter Off Peak | Summer Peak   | Summer Off Peak | Winter Peak Energy DRIPE | Winter Off-Peak Energy DRIPE | Summer Peak Energy DRIPE | Summer Off-Peak Energy DRIPE | Oil          | Other Resource   | Non Resource      | Carbon            | NOx              | Economic (1)      |
| <b>Non-Income Eligible Residential</b>          |                    |                      |                   |               |                   |                |                |                |              |                 |                 |               |                 |                          |                              |                          |                              |              |                  |                   |                   |                  |                   |
| EnergyWise                                      | \$34,335.0         | \$7,575.7            | \$112.0           | \$0.0         | \$129.1           | \$0.0          | \$136.4        | \$118.4        | \$5.7        | \$67.9          | \$68.8          | \$76.1        | \$59.5          | \$18.0                   | \$14.6                       | \$19.2                   | \$12.1                       | \$0.0        | \$194.7          | \$4,512.0         | \$3,249.9         | \$439.5          | \$17,525.3        |
| Energy Star® HVAC                               | \$10,421.1         | \$4,921.3            | \$93.3            | \$0.0         | \$-1.9            | \$0.1          | \$2.2          | \$-11.9        | \$0.1        | \$9.4           | \$6.3           | \$-2.3        | \$1.7           | \$-3.1                   | \$-1.9                       | \$-0.8                   | \$0.3                        | \$0.0        | \$90.3           | \$430.2           | \$2,073.8         | \$287.2          | \$2,559.3         |
| EnergyWise Multifamily                          | \$7,715.1          | \$1,457.3            | \$24.3            | \$0.0         | \$8.2             | \$0.0          | \$9.3          | \$8.1          | \$0.5        | \$0.8           | \$0.4           | \$4.6         | \$3.5           | \$0.3                    | \$0.1                        | \$1.5                    | \$0.9                        | \$0.0        | \$83.3           | \$2,678.5         | \$615.4           | \$84.2           | \$2,734.0         |
| Home Energy Reports                             | \$1,624.6          | \$726.1              | \$36.7            | \$0.0         | \$0.0             | \$0.0          | \$0.0          | \$0.0          | \$0.0        | \$0.0           | \$0.0           | \$0.0         | \$0.0           | \$0.0                    | \$0.0                        | \$0.0                    | \$0.0                        | \$0.0        | \$0.0            | \$0.0             | \$368.8           | \$45.7           | \$448.3           |
| Residential New Construction                    | \$829.8            | \$464.9              | \$9.2             | \$0.0         | \$0.0             | \$0.0          | \$0.0          | \$0.0          | \$0.0        | \$0.0           | \$0.0           | \$0.0         | \$0.0           | \$0.0                    | \$0.0                        | \$0.0                    | \$0.0                        | \$0.0        | \$0.0            | \$0.0             | \$193.7           | \$26.8           | \$135.2           |
| <b>Non-Income Eligible Residential SUBTOTAL</b> | <b>\$54,925.5</b>  | <b>\$15,145.4</b>    | <b>\$274.4</b>    | <b>\$0.0</b>  | <b>\$135.4</b>    | <b>\$-0.1</b>  | <b>\$143.5</b> | <b>\$124.6</b> | <b>\$6.0</b> | <b>\$60.3</b>   | <b>\$62.9</b>   | <b>\$78.4</b> | <b>\$61.3</b>   | <b>\$15.2</b>            | <b>\$12.8</b>                | <b>\$20.0</b>            | <b>\$12.6</b>                | <b>\$0.0</b> | <b>\$368.2</b>   | <b>\$7,620.6</b>  | <b>\$6,501.6</b>  | <b>\$883.4</b>   | <b>\$23,399.1</b> |
| <b>Income Eligible Residential</b>              |                    |                      |                   |               |                   |                |                |                |              |                 |                 |               |                 |                          |                              |                          |                              |              |                  |                   |                   |                  |                   |
| Single Family - Income Eligible Services        | \$11,757.0         | \$1,287.9            | \$22.3            | \$59.3        | \$17.3            | \$0.0          | \$19.3         | \$16.7         | \$0.9        | \$15.6          | \$16.6          | \$10.0        | \$8.0           | \$5.2                    | \$4.4                        | \$3.1                    | \$2.0                        | \$0.0        | \$0.0            | \$5,484.2         | \$555.0           | \$74.9           | \$4,154.2         |
| Income Eligible Multifamily                     | \$9,936.3          | \$1,907.6            | \$38.7            | \$28.3        | \$0.0             | \$0.0          | \$0.0          | \$0.0          | \$0.0        | \$1.4           | \$0.8           | \$8.7         | \$6.6           | \$0.5                    | \$0.2                        | \$2.9                    | \$1.8                        | \$0.0        | \$24.6           | \$2,513.1         | \$812.1           | \$110.3          | \$4,478.7         |
| <b>Income Eligible Residential SUBTOTAL</b>     | <b>\$21,693.3</b>  | <b>\$3,195.6</b>     | <b>\$61.0</b>     | <b>\$87.7</b> | <b>\$17.3</b>     | <b>\$0.0</b>   | <b>\$19.3</b>  | <b>\$16.7</b>  | <b>\$0.9</b> | <b>\$17.0</b>   | <b>\$17.4</b>   | <b>\$18.7</b> | <b>\$14.6</b>   | <b>\$5.8</b>             | <b>\$4.7</b>                 | <b>\$6.0</b>             | <b>\$3.7</b>                 | <b>\$0.0</b> | <b>\$24.6</b>    | <b>\$7,997.3</b>  | <b>\$1,367.0</b>  | <b>\$185.2</b>   | <b>\$6,632.9</b>  |
| <b>Commercial &amp; Industrial</b>              |                    |                      |                   |               |                   |                |                |                |              |                 |                 |               |                 |                          |                              |                          |                              |              |                  |                   |                   |                  |                   |
| Large Commercial New Construction               | \$21,921.0         | \$5,431.7            | \$110.3           | \$0.0         | \$0.0             | \$0.0          | \$0.0          | \$0.0          | \$0.0        | \$0.0           | \$0.0           | \$0.0         | \$0.0           | \$0.0                    | \$0.0                        | \$0.0                    | \$0.0                        | \$0.0        | \$83.2           | \$11,159.5        | \$2,808.3         | \$416.3          | \$1,901.6         |
| Large Commercial Retrofit                       | \$17,587.3         | \$6,096.6            | \$207.4           | \$0.0         | \$0.0             | \$0.0          | \$0.0          | \$0.0          | \$0.0        | \$0.0           | \$0.0           | \$0.0         | \$0.0           | \$0.0                    | \$0.0                        | \$0.0                    | \$0.0                        | \$0.0        | \$63.9           | \$970.0           | \$2,330.8         | \$454.5          | \$6,884.0         |
| Small Business Direct Install                   | \$1,779.1          | \$511.3              | \$12.3            | \$0.0         | \$0.0             | \$0.0          | \$0.0          | \$0.0          | \$0.0        | \$0.0           | \$0.0           | \$0.0         | \$0.0           | \$0.0                    | \$0.0                        | \$0.0                    | \$0.0                        | \$0.0        | \$730.3          | \$265.4           | \$39.3            | \$220.5          |                   |
| Commercial & Industrial Multifamily             | \$2,418.3          | \$504.1              | \$12.2            | \$0.0         | \$4.9             | \$0.0          | \$5.5          | \$4.8          | \$0.3        | \$0.5           | \$0.2           | \$2.7         | \$2.1           | \$0.2                    | \$0.1                        | \$0.9                    | \$0.6                        | \$0.0        | \$25.3           | \$107.5           | \$34.4            | \$1,474.6        |                   |
| <b>Commercial &amp; Industrial SUBTOTAL</b>     | <b>\$43,705.7</b>  | <b>\$12,543.8</b>    | <b>\$342.3</b>    | <b>\$0.0</b>  | <b>\$4.9</b>      | <b>\$0.0</b>   | <b>\$5.5</b>   | <b>\$4.8</b>   | <b>\$0.3</b> | <b>\$0.5</b>    | <b>\$0.2</b>    | <b>\$2.7</b>  | <b>\$2.1</b>    | <b>\$0.2</b>             | <b>\$0.1</b>                 | <b>\$0.9</b>             | <b>\$0.6</b>                 | <b>\$0.0</b> | <b>\$912.7</b>   | <b>\$12,237.0</b> | <b>\$6,241.9</b>  | <b>\$924.6</b>   | <b>\$10,490.7</b> |
| <b>Grand Total</b>                              | <b>\$120,324.5</b> | <b>\$30,684.7</b>    | <b>\$677.7</b>    | <b>\$87.7</b> | <b>\$157.7</b>    | <b>\$-0.1</b>  | <b>\$168.3</b> | <b>\$146.2</b> | <b>\$7.2</b> | <b>\$77.7</b>   | <b>\$80.5</b>   | <b>\$99.9</b> | <b>\$77.9</b>   | <b>\$21.1</b>            | <b>\$17.6</b>                | <b>\$26.8</b>            | <b>\$16.9</b>                | <b>\$0.0</b> | <b>\$1,305.6</b> | <b>\$27,854.9</b> | <b>\$14,110.6</b> | <b>\$1,993.1</b> | <b>\$42,512.6</b> |

Notes

(1) In preparing responses to the PUC's Sixth Set of Data Requests in Docket 5189, the Company identified an error in the economic multipliers used in the 2021 Annual Energy Efficiency Plan. The error was due to the way participant costs were entered in REMI. This Year End Report filing of actual economic benefits uses the corrected multipliers found in the "Economic Multipliers Update" memo to the PUC, filed on January 6, 2022.

| Planned Benefits                         |             |                      |                   |              |                   |                |         |         |             |                 |                 |             |                        |                          |                              |                          |                                     |                          |                |              |            |           |            |  |
|--|-------------|----------------------|-------------------|--------------|-------------------|----------------|---------|---------|-------------|-----------------|-----------------|-------------|------------------------|--------------------------|------------------------------|--------------------------|-------------------------------------|--------------------------|----------------|--------------|------------|-----------|------------|--|
|  | Total       | Natural Gas Benefits |                   | Utility NEIs | Electric Capacity |                |         |         |             | Electric Energy |                 |             |                        |                          |                              |                          |                                     | Non-Electric and Non-Gas |                |              |            | Societal  |            |  |
|  |             | Natural Gas          | Natural Gas DRIPE | Utility NEIs | Summer Generation | Capacity DRIPE | Trans   | Dist    | Reliability | Winter Peak     | Winter Off Peak | Summer Peak | Summer Summer Off Peak | Winter Peak Energy DRIPE | Winter Off-Peak Energy DRIPE | Summer Peak Energy DRIPE | Summer Summer Off-Peak Energy DRIPE | Oil                      | Other Resource | Non Resource | Carbon     | NOx       | Economic   |  |
| Non-Income Eligible Residential          |             |                      |                   |              |                   |                |         |         |             |                 |                 |             |                        |                          |                              |                          |                                     |                          |                |              |            |           |            |  |
| EnergyWise                               | \$18,349.9  | \$4,596.3            | \$68.6            | \$0.0        | \$78.8            | \$0.1          | \$83.5  | \$72.9  | \$3.5       | \$41.5          | \$42.0          | \$46.6      | \$36.4                 | \$11.0                   | \$8.9                        | \$11.9                   | \$7.5                               | \$0.0                    | \$37.0         | \$2,769.7    | \$1,969.1  | \$266.3   | \$8,198.8  |  |
| Energy Star® HVAC                        | \$13,615.3  | \$6,410.4            | \$123.0           | \$0.0        | \$35.8            | \$0.8          | \$44.9  | \$39.0  | \$2.8       | \$7.5           | \$7.4           | \$10.4      | \$14.8                 | \$-2.7                   | \$-2.1                       | \$8.8                    | \$5.4                               | \$0.0                    | \$157.9        | \$637.5      | \$2,112.4  | \$373.6   | \$3,048.6  |  |
| EnergyWise Multifamily                   | \$8,630.0   | \$1,424.0            | \$27.5            | \$0.0        | \$12.0            | \$0.1          | \$14.0  | \$12.2  | \$0.7       | \$1.2           | \$0.6           | \$7.1       | \$5.4                  | \$0.5                    | \$0.2                        | \$6.0                    | \$2.6                               | \$0.0                    | \$38.6         | \$3,961.0    | \$607.0    | \$82.5    | \$2,431.3  |  |
| Home Energy Reports                      | \$1,825.1   | \$859.7              | \$42.2            | \$0.0        | \$0.0             | \$0.0          | \$0.0   | \$0.0   | \$0.0       | \$0.0           | \$0.0           | \$0.0       | \$0.0                  | \$0.0                    | \$0.0                        | \$0.0                    | \$0.0                               | \$0.0                    | \$391.2        | \$54.1       | \$34.4     | \$1,477.9 |            |  |
| Residential New Construction             | \$1,378.3   | \$822.0              | \$14.6            | \$0.0        | \$0.0             | \$0.0          | \$0.0   | \$0.0   | \$0.0       | \$0.0           | \$0.0           | \$0.0       | \$0.0                  | \$0.0                    | \$0.0                        | \$0.0                    | \$0.0                               | \$0.0                    | \$3.4          | \$0.0        | \$342.4    | \$47.3    | \$148.5    |  |
| Non-Income Eligible Residential SUBTOTAL | \$43,798.6  | \$14,112.5           | \$276.0           | \$0.0        | \$126.7           | \$0.9          | \$142.4 | \$123.7 | \$7.0       | \$35.1          | \$35.2          | \$73.0      | \$56.6                 | \$8.8                    | \$7.0                        | \$23.2                   | \$14.4                              | \$0.0                    | \$237.0        | \$7,368.1    | \$6,022.1  | \$823.8   | \$14,305.1 |  |
| Income Eligible Residential              |             |                      |                   |              |                   |                |         |         |             |                 |                 |             |                        |                          |                              |                          |                                     |                          |                |              |            |           |            |  |
| Single Family - Income Eligible Services | \$17,598.0  | \$1,951.8            | \$33.8            | \$27.1       | \$30.5            | \$0.0          | \$33.9  | \$29.4  | \$1.6       | \$25.3          | \$27.0          | \$17.7      | \$14.1                 | \$8.5                    | \$7.2                        | \$5.4                    | \$3.5                               | \$0.0                    | \$0.0          | \$8,530.3    | \$844.4    | \$113.6   | \$5,892.8  |  |
| Income Eligible Multifamily              | \$12,749.8  | \$3,037.2            | \$47.1            | \$42.2       | \$8.2             | \$0.0          | \$9.3   | \$8.0   | \$0.5       | \$0.8           | \$0.4           | \$4.8       | \$3.7                  | \$0.3                    | \$0.1                        | \$1.6                    | \$1.0                               | \$0.0                    | \$51.2         | \$3,427.5    | \$1,267.3  | \$174.1   | \$4,664.6  |  |
| Income Eligible Residential SUBTOTAL     | \$30,347.7  | \$4,989.0            | \$80.9            | \$69.2       | \$38.7            | \$0.0          | \$43.2  | \$37.5  | \$2.0       | \$26.1          | \$27.4          | \$22.5      | \$17.8                 | \$8.8                    | \$7.3                        | \$7.0                    | \$4.5                               | \$0.0                    | \$51.2         | \$11,957.9   | \$2,111.7  | \$287.7   | \$10,587.4 |  |
| Commercial & Industrial                  |             |                      |                   |              |                   |                |         |         |             |                 |                 |             |                        |                          |                              |                          |                                     |                          |                |              |            |           |            |  |
| Large Commercial New Construction        | \$12,422.2  | \$3,542.4            | \$67.0            | \$0.0        | \$0.0             | \$0.0          | \$0.0   | \$0.0   | \$0.0       | \$0.7           | \$0.8           | \$0.0       | \$0.0                  | \$0.3                    | \$0.3                        | \$0.0                    | \$0.0                               | \$0.0                    | \$6.8          | \$3,025.5    | \$1,774.9  | \$263.1   | \$3,740.5  |  |
| Large Commercial Retrofit                | \$44,777.8  | \$12,449.2           | \$510.8           | \$0.0        | \$0.0             | \$0.0          | \$0.0   | \$0.0   | \$0.0       | \$0.0           | \$0.0           | \$0.0       | \$0.0                  | \$0.0                    | \$0.0                        | \$0.0                    | \$0.0                               | \$0.0                    | \$37.3         | \$12,107.8   | \$5,996.8  | \$889.0   | \$12,786.9 |  |
| Small Business Direct Install            | \$1,539.9   | \$403.9              | \$13.0            | \$0.0        | \$0.0             | \$0.0          | \$0.0   | \$0.0   | \$0.0       | \$0.0           | \$0.0           | \$0.0       | \$0.0                  | \$0.0                    | \$0.0                        | \$0.0                    | \$0.0                               | \$0.0                    | \$310.5        | \$0.0        | \$200.7    | \$29.8    | \$582.1    |  |
| Commercial & Industrial Multifamily      | \$4,922.7   | \$1,254.5            | \$30.8            | \$0.0        | \$8.5             | \$0.0          | \$9.7   | \$8.4   | \$0.5       | \$0.8           | \$0.4           | \$5.0       | \$3.8                  | \$0.3                    | \$0.1                        | \$1.7                    | \$1.0                               | \$0.0                    | \$12.9         | \$1,115.8    | \$581.4    | \$85.3    | \$1,801.6  |  |
| Commercial & Industrial SUBTOTAL         | \$63,662.6  | \$17,649.9           | \$621.6           | \$0.0        | \$8.5             | \$0.0          | \$9.7   | \$8.4   | \$0.5       | \$1.5           | \$1.2           | \$5.0       | \$3.8                  | \$0.6                    | \$0.4                        | \$1.7                    | \$1.0                               | \$0.0                    | \$367.5        | \$16,249.0   | \$8,553.9  | \$1,267.1 | \$18,811.1 |  |
| Grand Total                              | \$137,809.0 | \$36,751.4           | \$978.4           | \$69.2       | \$173.9           | \$1.0          | \$195.2 | \$169.5 | \$9.6       | \$62.7          | \$63.8          | \$100.6     | \$78.2                 | \$18.2                   | \$14.7                       | \$32.0                   | \$19.9                              | \$0.0                    | \$655.7        | \$35,575.0   | \$16,687.7 | \$2,378.6 | \$43,773.7 |  |

PUC 4-3

Request:

In response to PUC 3-9, the Company provided a table showing the following categories of data for the 100%, 75%, and 50% gas weatherization incentives: number of new weatherization contracts offered; number of completed weatherization contracts; and number of outstanding weatherization contracts. Then, in response to PUC 3-13, the Company introduced the concept of “conversion rates.” Referencing the data contained in the PUC 3-9 table, please explain how to use that data to calculate a “conversion rate” for each incentive level for the 2020-2021 program years. In your response, provide an illustrative calculation. (If additional data not included in Attachment PUC 3-9 is needed to calculate the conversion rate for each incentive level for the 2020-2021 program years, please provide that additional data.)

Response:

In PUC 3-13, the Company defines conversion rates as, “the percentage of customers that move from assessment to weatherization”. On a month-to-month basis, this would be calculated by looking at the number of weatherizations performed in the month divided by the number of assessments. This is an approximate value since it does not tie the weatherization to the same customer that received the assessment. Attachment PUC 4-3 presents the 2020 and 2021 assessments, weatherizations, and conversion values.

The evaluation information provided in PUC 3-9 does look at weatherization for a specific customer receiving an assessment and over time the conversion rates should converge.

EnergyWise - RI

| Single Family                 | Jan, 2020 | Feb, 2020 | Mar, 2020 | Apr, 2020 | May, 2020 | June, 2020 | July, 2020 | August, 2020 | September, 2020 | October, 2020 | November, 2020 | December, 2020 | 2020 Year End | Jan, 2021 | Feb, 2021 | Mar, 2021 | Apr, 2021 | May, 2021 | June, 2021 | July, 2021 | August, 2021 | September, 2021 | October, 2021 | November, 2021 | December, 2021 | 2021 Year End |
|-------------------------------|-----------|-----------|-----------|-----------|-----------|------------|------------|--------------|-----------------|---------------|----------------|----------------|---------------|-----------|-----------|-----------|-----------|-----------|------------|------------|--------------|-----------------|---------------|----------------|----------------|---------------|
| Audits                        |           |           |           |           |           |            |            |              |                 |               |                |                |               |           |           |           |           |           |            |            |              |                 |               |                |                |               |
| Gas Heat Assessments          |           | 985       | 678       | 146       |           | 1          |            | 26           | 59              | 488           | 416            | 582            | 3,381         |           |           | 899       | 515       | 449       | 419        | 408        | 199          |                 | 524           | 755            | 1,029          | 5,197         |
| Electric Heat Assessments     |           | 102       | 61        | 17        |           |            |            |              | 2               | 45            | 24             | 48             | 299           |           |           | 68        | 29        | 57        | 40         | 59         | 24           |                 | 487           | 90             | 94             | 948           |
| DF Heat Assessments           |           | 743       | 531       | 121       |           |            |            | 33           | 37              | 377           | 319            | 414            | 2,575         |           |           | 635       | 317       | 289       | 311        | 360        | 165          |                 | 66            | 657            | 864            | 3,664         |
| VHEA Gas                      |           |           |           |           | 12        | 228        | 206        | 328          | 94              | 498           | 244            | 252            | 1,862         |           |           | 336       | 140       | 96        | 65         | 24         | 3            |                 | 4             | 5              | 4              | 677           |
| VHEA Electric                 |           |           |           |           | 4         | 40         | 36         | 35           | 15              | 54            | 31             | 32             | 247           |           |           | 47        | 23        | 13        | 17         | 10         | 17           |                 | 2             | 1              | 3              | 133           |
| VHEA DF Heat                  |           |           |           |           | 11        | 186        | 184        | 283          | 89              | 434           | 192            | 210            | 1,589         |           |           | 281       | 148       | 120       | 125        | 46         | 10           |                 | 7             | 4              | 9              | 750           |
| Total Audits                  | -         | 1,830     | 1,270     | 284       | 27        | 455        | 426        | 705          | 296             | 1,896         | 1,226          | 1,538          | 9,953         | -         | -         | 2,266     | 1,172     | 1,024     | 977        | 907        | 418          | -               | 1,090         | 1,512          | 2,003          | 11,369        |
| Weatherizations               |           |           |           |           |           |            |            |              |                 |               |                |                |               |           |           |           |           |           |            |            |              |                 |               |                |                |               |
| Gas Heat Weatherizations      |           | 181       | 390       | 116       |           |            | 125        | 177          | 67              | 324           | 160            | 306            | 1,846         |           |           | 484       | 334       | 306       | 280        | 233        | 160          |                 | 253           | 400            | 739            | 3,189         |
| Electric Heat Weatherizations |           | 39        | 30        | 13        |           |            |            | 17           | 6               | 51            | 25             | 31             | 212           |           |           | 51        | 19        | 22        | 19         | 16         | 17           |                 | 8             | 16             | 94             | 262           |
| DF Heat Weatherizations       |           | 255       | 244       | 108       |           |            |            | 153          | 52              | 267           | 197            | 345            | 1,621         |           |           | 557       | 278       | 226       | 225        | 157        | 136          |                 | 80            | 139            | 1,049          | 2,847         |
| Total Weatherizations         | -         | 475       | 664       | 237       | -         | -          | 125        | 347          | 125             | 642           | 382            | 682            | 3,679         | -         | -         | 1,092     | 631       | 554       | 524        | 406        | 313          | -               | 341           | 555            | 1,882          | 6,298         |
| Conversions                   |           |           |           |           |           |            |            |              |                 |               |                |                |               |           |           |           |           |           |            |            |              |                 |               |                |                |               |
| Gas Conversions               |           | 18%       | 58%       | 79%       | 0%        | 0%         | 61%        | 50%          | 44%             | 33%           | 24%            | 37%            | 35%           |           |           | 39%       | 51%       | 56%       | 58%        | 54%        | 79%          |                 | 48%           | 53%            | 72%            | 54%           |
| Electric Conversions          |           | 38%       | 49%       | 76%       | 0%        | 0%         | 0%         | 49%          | 35%             | 52%           | 45%            | 39%            | 39%           |           |           | 44%       | 37%       | 31%       | 33%        | 23%        | 41%          |                 | 2%            | 18%            | 97%            | 24%           |
| Oil Conversions               |           | 34%       | 46%       | 89%       | 0%        | 0%         | 0%         | 48%          | 41%             | 33%           | 39%            | 55%            | 39%           |           |           | 61%       | 60%       | 55%       | 52%        | 39%        | 78%          |                 | 110%          | 21%            | 120%           | 64%           |
| Total Conversions             |           | 26%       | 52%       | 83%       | 0%        | 0%         | 29%        | 49%          | 42%             | 34%           | 31%            | 44%            | 37%           |           |           | 48%       | 54%       | 54%       | 54%        | 45%        | 75%          |                 | 31%           | 37%            | 94%            | 55%           |