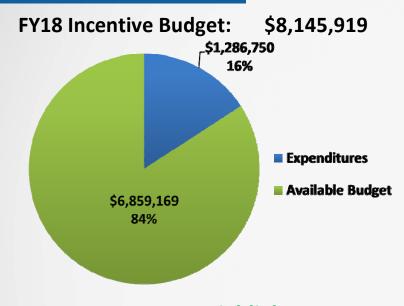


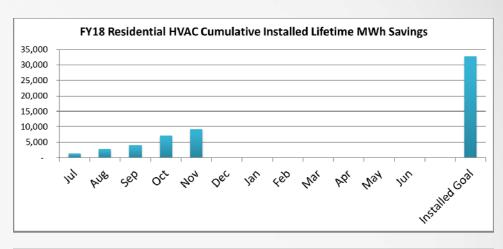
RESIDENTIAL HVAC

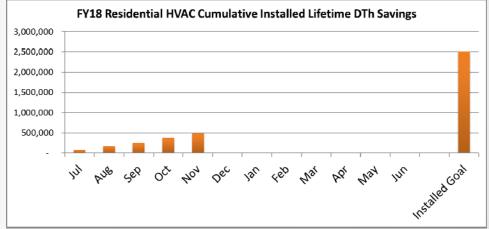




Program Highlights

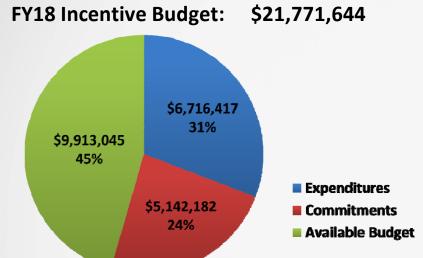
Held five technical trainings



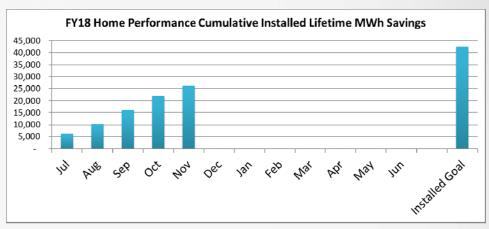


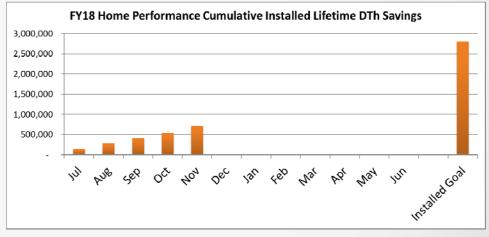


HOME PERFORMANCE WITH ENERGY STAR®



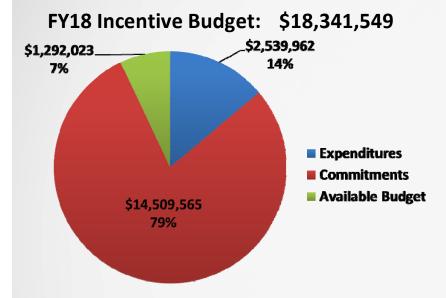
- Onboarded one new HPwES Participating Contractor
- Three firms attended monthly orientation as a step towards becoming a Participating Contractor
- Over \$78,000 of co-op advertising incentives has been submitted for consideration



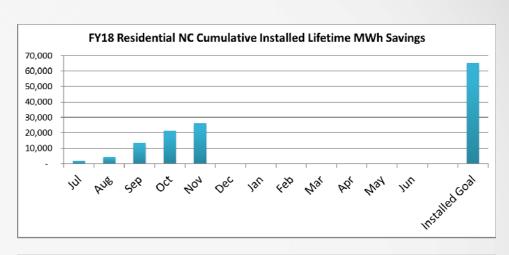


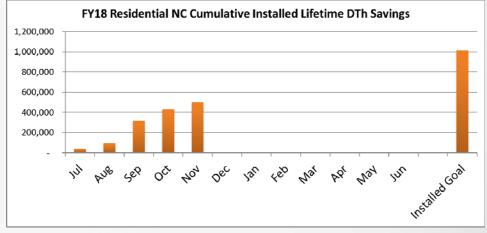


RESIDENTIAL NEW CONSTRUCTION



- Held a second RNC Stakeholder meeting with Rater companies, TRC team, BPU and DCA to review proposed FY19 program changes
- Participated in two meetings with the American Institute of Architects to promote RNC and investigate opportunities for future engagement

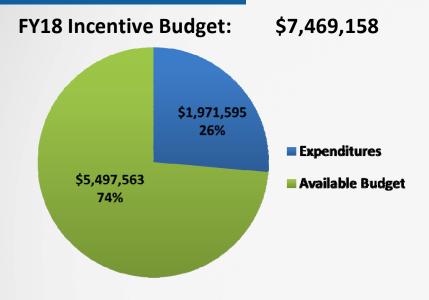




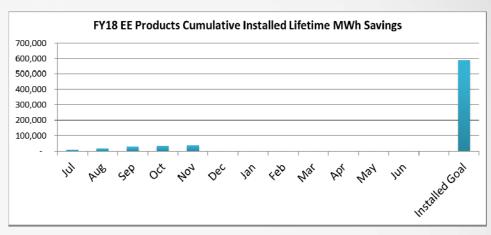


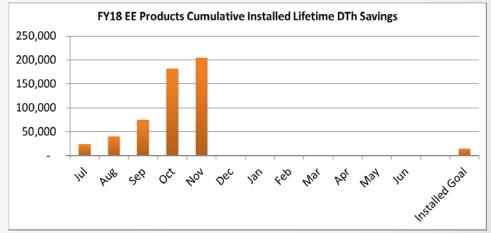


(INCLUDES: RETAIL LIGHTING, APPLIANCE REBATES AND RECYCLING)



- Appliance rebate volume is strong with an average of 4,700+ applications submitted per month
- Retail lighting remains closed

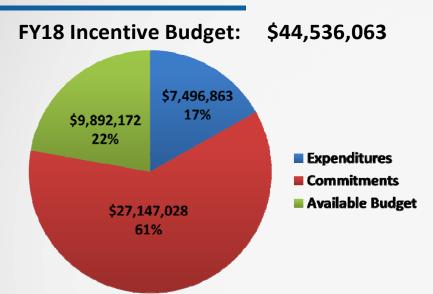




C&I RETROFIT

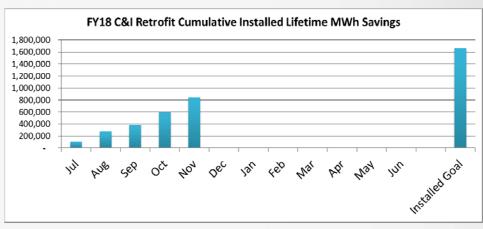
(SMARTSTART BUILDINGS)

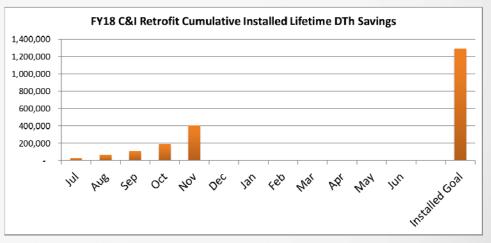






- 248 applications approved representing
 \$1.7M in new commitments for November
- Customers actively using the new multi-site prescriptive lighting template

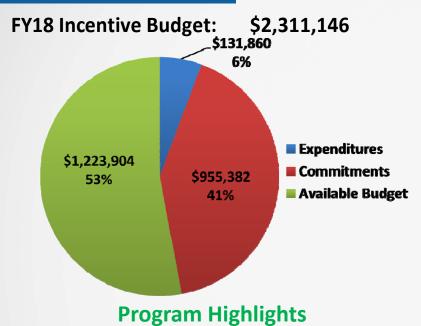


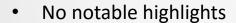


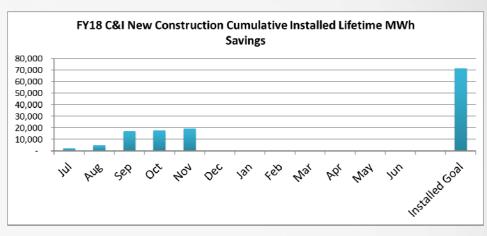
C&I NEW CONSTRUCTION

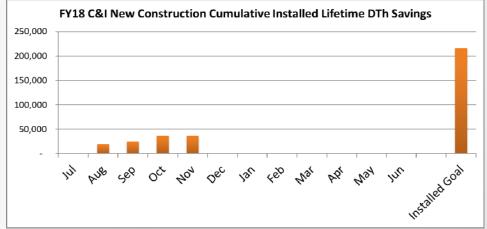
(SMARTSTART BUILDINGS)





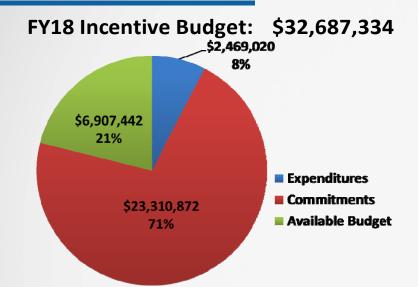




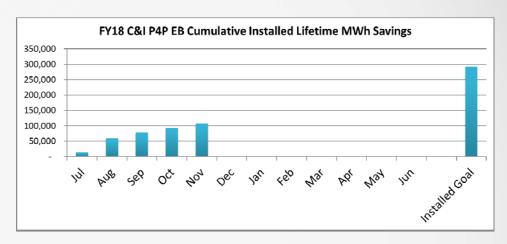


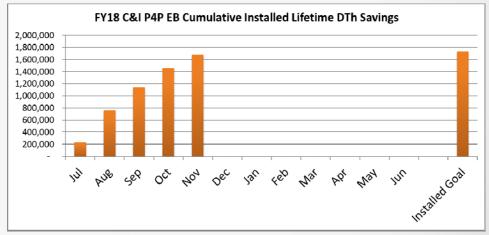


PAY FOR PERFORMANCE - EXISTING BUILDINGS



- Partner Re-Certification process continues
- Initial Applications:
 - Received 2 / Approved 4
- Installation Reports:
 - Approved 2
- Savings Verification Submitted:
 - Received 1 / Approved 5 / Rejected 1

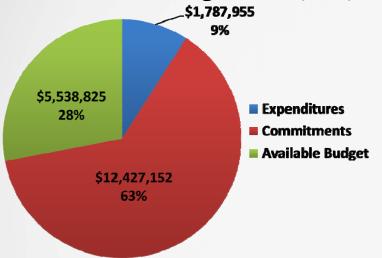




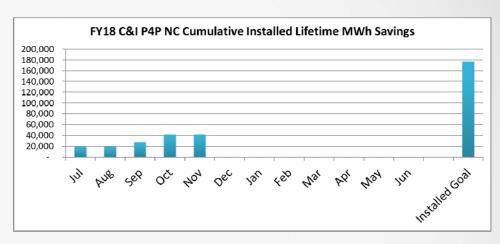


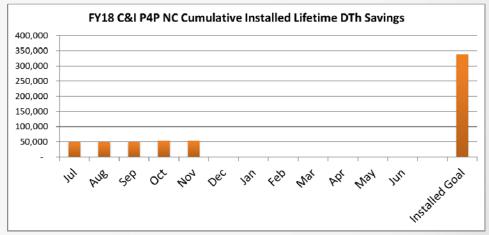
PAY FOR PERFORMANCE - NEW CONSTRUCTION





- Initial Applications:
 - Received 1 / Approved 2
- Energy Reduction Plans (ERPs):
 - Received 3
- Installation Reports:
 - Received 1
- Commissioning Reports:
 - Approved 4

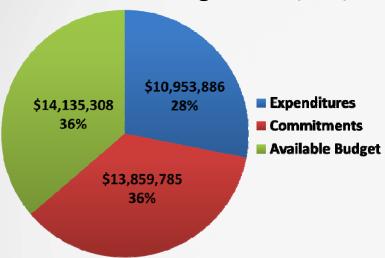






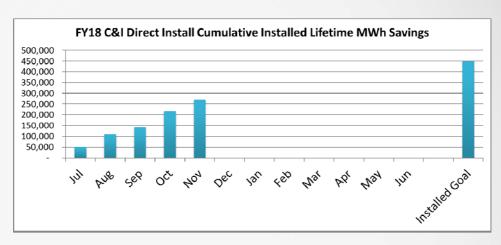


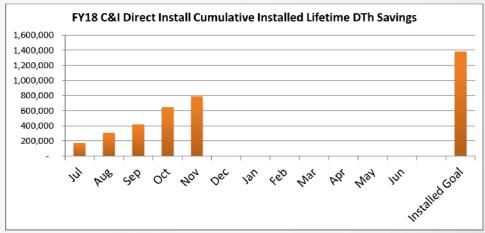
FY18 Incentive Budget: \$38,948,979



Program Highlights

 Approved 47 project submittals for >\$1.5M in new commitments

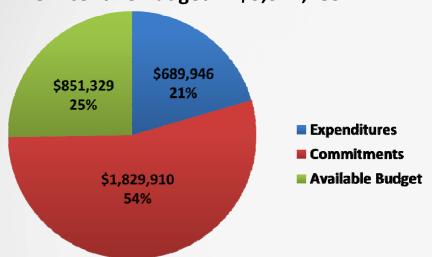






LOCAL GOVERNMENT ENERGY AUDIT





Note: The LGEA shows no installed savings as there are no associated savings with an energy audit.

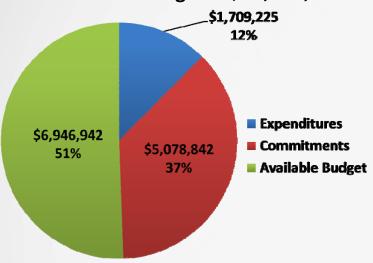
- 59 total reports delivered for the following entity types:
 - 1 County College
 - 5 Cities / Towns
 - 8 School Districts



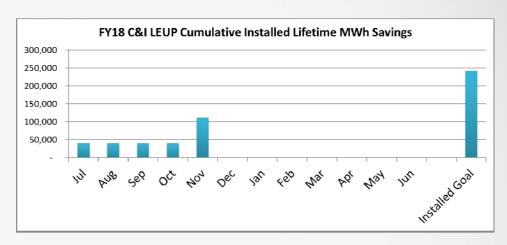


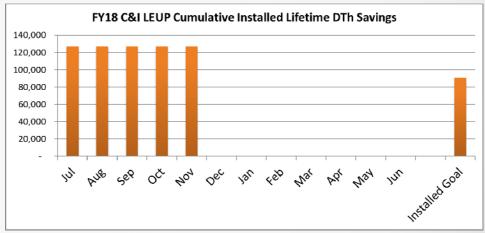
LARGE ENERGY USERS PROGRAM

FY18 Incentive Budget: \$13,735,009



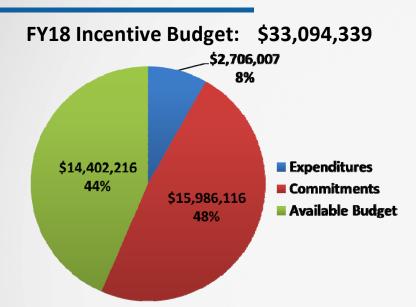
- One new draft and one final report received
- Continued outreach efforts to LEUP potential participants and utility representatives





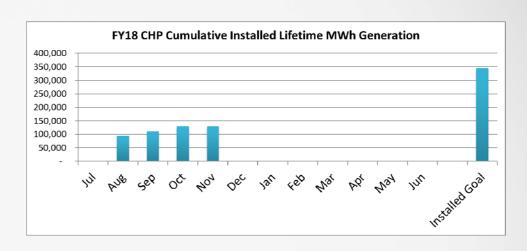






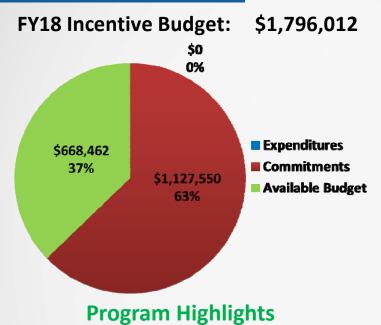
Program Highlights

 11 projects in the technical review queue, totaling approximately \$3.5M in incentives and 2.5 MW of capacity

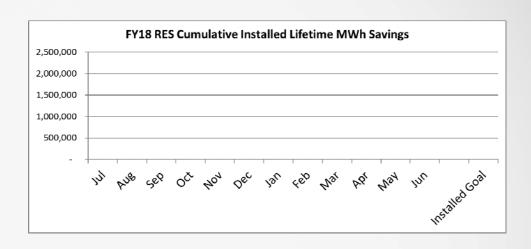








- The program is not accepting new applications in FY18
- Applications received the last week of FY17 are scheduled for pre-inspection in the coming weeks



Note: There are no installed savings as none of the approved projects were completed



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