

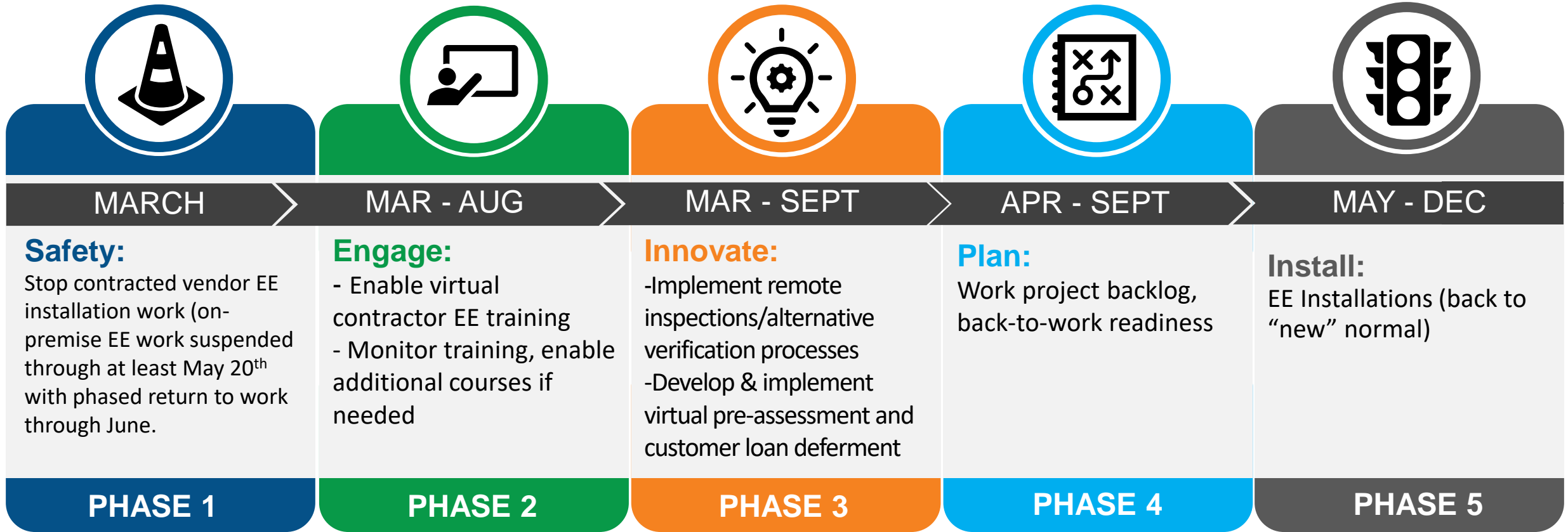
EVERSOURCE



Program Updates in Response to COVID-19

6/12/2020

COVID-19 Energy Efficiency Response Plan



New H&S Guidelines

For C&I and Multifamily Partners

Enhanced health & safety guidelines for C&I and multifamily measures introduced on June 2

For Residential and C&I partners

Live Webinar: Enhanced health & safety guidelines for customer contact on June 11th

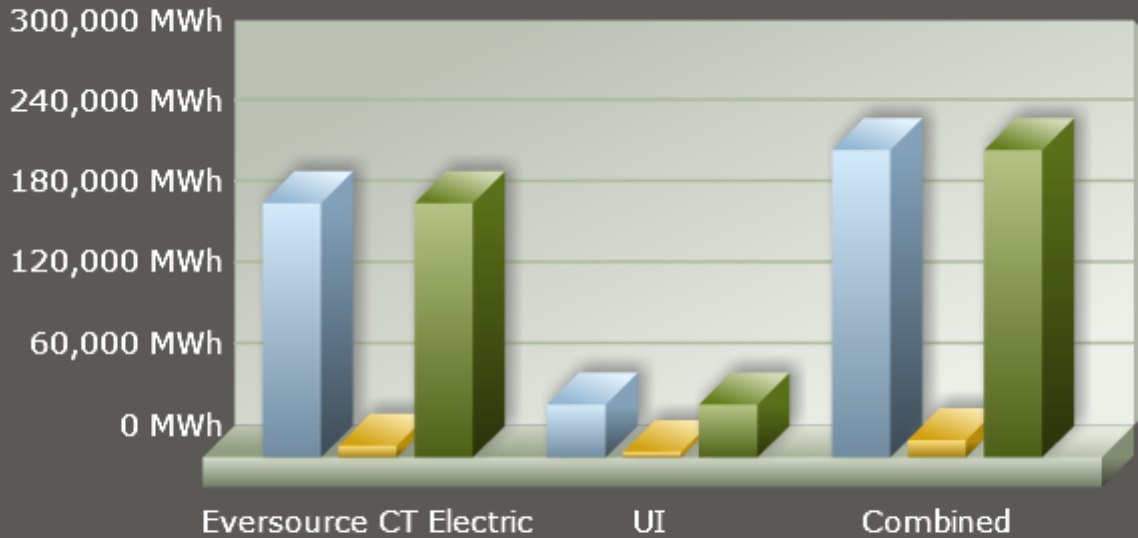
Strategy Behind Efforts

- Prioritize small businesses allowing them to get back on their feet
- Continue to emphasize advanced lighting work and comprehensiveness
- Prioritize compelling financial criteria for outside work
- Prepare strategies to handle high volume for simple measures, increase cash flow



Achieve the Goals, we have 215,000 Annual MWh to find

Annual Usage Savings MWh



As of March 31, 2020

■ Goal
 ■ Actual
 ■ Forecast

Annual Usage Savings MWh

Company Name	Type	Total Value
Eversource CT Electric	Actual	8,703
Eversource CT Electric	Forecast	188,386
Eversource CT Electric	Goal	188,386
UI	Actual	4,030
UI	Forecast	39,174
UI	Goal	39,174
Combined	Actual	12,733
Combined	Forecast	227,560
Combined	Goal	227,560

Small Business

- All cap revisions are applied
- Additional financing benefits for on-bill repayment
- Replication of prescriptive lighting improvements applied



Strategy to Achieve



- Virtualization
- Comprehensive Tiers
- Custom Gas
- Enhanced Lighting & High Performance
- Lighting (Expedited lighting and Express)
- Upstream
- Financing Updates

The Need for Speed



- TrackSys for Eversource
- Current turnaround times
- Efforts to improve
- Plus-1 thinking

Comprehensive

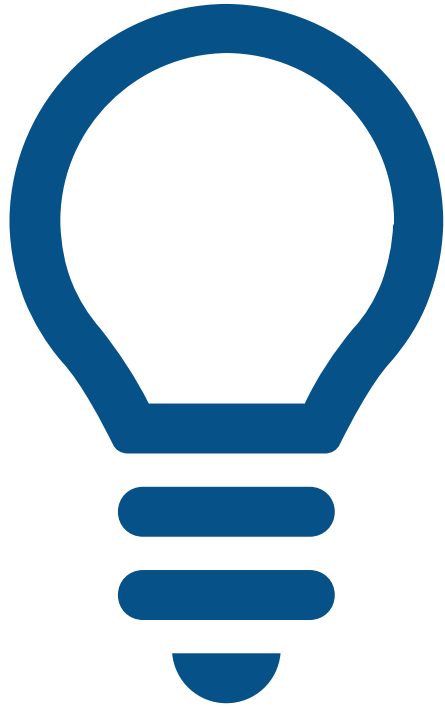
TIERED PROJECT INITIATIVE

	GREATER OF		PLUS	Not to exceed	
	per kWh	per kW	per CCF	PROJECT CAP	PROJECT QUALIFICATION
TOTAL COMPREHENSIVE INCENTIVE					
Three or more End Uses	\$0.75	\$1000/ summer peak	\$6.50	75% of Installed Cost	<p>No one end use can exceed 90% of the project's value based on annual savings and each qualifying end use must contribute at least 3%</p> <ul style="list-style-type: none"> • If lighting is one End Use, must be at a minimum Enhanced Performance Lighting • At least 25% of the savings must be from retrofit measures
MULTI END USE OR EMS					
Minimum two End Uses	\$0.60	\$1000/ summer peak	\$5.50	60% of Installed Cost	<p>No one end use can exceed 90% of the project's value based on annual savings and each qualifying end use must contribute at least 3%</p> <ul style="list-style-type: none"> • At least 25% of the savings must be from retrofit measures • If lighting is one End Use, must be at a minimum Enhanced Performance Lighting • A control system that only controls lighting is not an EMS. A control device/system that just establishes the space temperature is not an EMS
SINGLE NON LIGHTING END USE					
Minimum one non-lighting End Use	\$0.50	\$1000	\$4.50	50% of Installed Cost	<ul style="list-style-type: none"> • Project must impact at least one non-lighting End Use • If lighting is the only measure, - DO NOT USE - refer to below "Lighting Measures" table
End use is defined as Gas or Electric, impacting Heating; Cooling; Lighting; Process; Domestic Water Heating; Refrigeration; Motors and Drives					

Lighting Tiers

	GREATER OF		PLUS	Not to exceed	
	per kWh	per kW	per CCF	PROJECT CAP	PROJECT QUALIFICATION
HIGH PERFORMANCE LIGHTING					
LED Fixtures with Networked Lighting Controls System	\$0.75	\$1000/summer peak	NA	75% of Installed Cost	80% of project load must utilize a networked lighting control system, as defined by DLC. System must be capable of energy monitoring and demand response, as defined by DLC. Customer must also provide control narrative for the system, and it must be fully commissioned with reporting and demonstrated demand response capability.
ENHANCED PERFORMANCE LIGHTING					
LED Lighting with Luminaire Level Lighting Controls or Wirelessly Accessible Controls	\$0.55	\$1000/summer peak	NA	60% of Installed Cost	80% of project load must be controlled LED fixtures ¹ , with all controlled LED fixtures wirelessly accessible to initialize, configure, and commission. Individual fixture addressability and luminaire level lighting control (LLLC) and compliance with LLLC capabilities as outlined by DLC is optional. Must include and demonstrate a minimum of one control strategy per fixture and two different control strategies at the project level (e.g. occupancy, daylighting, task tuning/high end trim).
STANDARD LIGHTING					
Must use Expedited Lighting Application	\$0.40	\$1000/summer peak	NA	45% of Installed Cost	The program administrator reserves the right to review each claim and direct you to the required pathway. For Express Lighting Rebate refer to Lighting Rebate Form. EnergizeCT.com/your-business/solutions-list/Express-Service-Lighting-Rebate . NOTE: Type C retrofit LED full kits or type C lamps with external drivers are the only (tube) product options that qualify for this incentive.

Expedited Lighting



- **Current state**
 - Some building types and applications have higher incentives through express pathway, some lower
 - Thorough review of per piece incentives to encourage use of this faster pathway
- **Starting now – higher incentives prioritize standard lighting**
 - Intended to clear the way for high volume and fast cash flow
 - Two options to access the benefits as of now

Express Lighting Enhancements

34%

of existing products better than custom offer

6%

better than new structure

66%

of existing products have better custom offer

Product	Current Rebate	Custom at \$0.25/kWh	Custom at \$0.40/kWh	New Proposed Rebate
Stairwell Kit, Low-Output w/sensor	\$90	\$46	\$74	\$110
LED Strips/WRAP /Linear Ambient	\$45	\$23	\$36	\$50
2X4 LED Fixture Standard	\$30	\$34	\$54	\$40
2x2 LED Fixture Standard	\$30	\$30	\$48	\$40
1x4 LED Fixture Standard	\$20	\$17	\$26	\$25

Product	Current Rebate	Custom at \$0.25/kWh	Custom at \$0.40/kWh	New Proposed Rebate
MOGUL INTERIOR HIGH BAY	\$80	\$292	\$468	\$140
MOGUL EXTERIOR 400W EQUIVALENT	\$90	\$292	\$467	\$145
MOGUL INTERIOR LOW BAY	\$60	\$197	\$315	\$110
MOGUL EXTERIOR 250W EQUIVALENT	\$80	\$191	\$305	\$135
LED Retrofit kit, >=25W	\$25	\$58	\$93	\$65
LED Retrofit kit, <25W	\$18	\$40	\$63	\$30
LED or LEC (Electroluminescence) Exit Fixtures	\$10	\$22	\$36	\$25
Decoratives	\$6	\$14	\$22	\$9

Express Lighting Enhancements

Product	Current Rebate	Custom at \$0.25/kWh	Custom at \$0.40/kWh	New Proposed Rebate	% Increase
MOGUL EXTERIOR 175W EQUIVALENT	\$70	\$146	\$234	\$125	79%
MOGUL EXTERIOR 250W EQUIVALENT	\$80	\$191	\$305	\$135	69%
MOGUL EXTERIOR 400W EQUIVALENT	\$90	\$292	\$467	\$145	61%
Exterior LED <20W	\$100	\$77	\$122	\$110	10%
Exterior LED 20-99W	\$150	\$111	\$177	\$155	3%
Exterior LED 100-199W	\$200	\$250	\$400	\$300	50%
Exterior LED >= 200W	\$300	\$253	\$404	\$325	8%
PARKING GARAGE 100-199W- PREMIUM	\$190	\$277	\$444	\$200	5%
PARKING GARAGE 100-199W- STANDARD	\$150	\$272	\$435	\$160	7%
PARKING GARAGE 20-99W- PREMIUM	\$200	\$143	\$229	\$210	5%
PARKING GARAGE 20-99W- STANDARD	\$120	\$134	\$215	\$175	46%
Mogul Exterior 50W Equivalent	\$65	\$64	\$102	\$70	8%

*** Custom incentives calculated using average watts saved and average run time hours from DLC

Changes to Upstream & Express offerings

- Upstream June 15th
- Express June 22nd
- Up & Down HVAC/WH: **20 measures increased**
- Up & Down Foodservice: **21 measures increased** (refrigerators, freezers, some ovens, and food holding equipment)
- Up Lighting: **33 measures increased; 8 measures added**
- Express Lighting: **40 measures increased; 9 measures added**



C&I Financing

Financing Product	Loan Limits	Terms	Interest Rate	Funding Source
Small Business & Municipal Loan	\$500 to \$100,000 (on-bill repayment for electric and natural gas measures)	Max. 48 months	0%	Energy Efficiency Fund, Utility Capital, Connecticut Green Bank, and Third-Party Providers
	\$1,000,000 per municipality and/or State project (Eversource) \$250,000 per municipality and/or State agency (UI)	Max. 48 months		
Business Energy Advantage (Eversource only)	No Loan Limits for Third-Party \$100,000 for On-Bill	Up to 60 months 48 months on-bill	Market-Rate Financing 0% (through reduced incentives)	NEIF and Third-Party Providers Eversource

C&I Financing

Financing Product	Loan Limits	Terms	Interest Rate	Funding Source
Commercial & Industrial Loan	\$2,000 to \$1,000,000	Max. 60 months	Up to \$100,000 (2.99% or 4.99%) Greater than \$100,000 (market interest rates)	Third-Party Provider
C-PACE	Over \$150,000 for capital improvements Under \$150,000 for boiler upgrades/natural gas conversions	Typically 10 years or longer	Low-interest financing with loan repayment on your property bill	Third-Party Provider
PURA Loan	\$1,000,000 and over	Max. 120 months	1% below customer's eligible rate or prime rate	Electric Ratepayers (funding through Federally Mandated Congestion Charges)
CT Hospital Association Trust	Varies	5 to 7 years	0%	Eversource Grant (Self-Funding)

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Thank you