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2025-2027 Energy Efficiency and Decarbonization Plan Overview

WE ARE MASS SAVE®:



Hosts



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Agenda

2025-2027 Plan Overview

Decarbonization

Customer Experience

Equity

Q&A

2025-2027 Context & Overview

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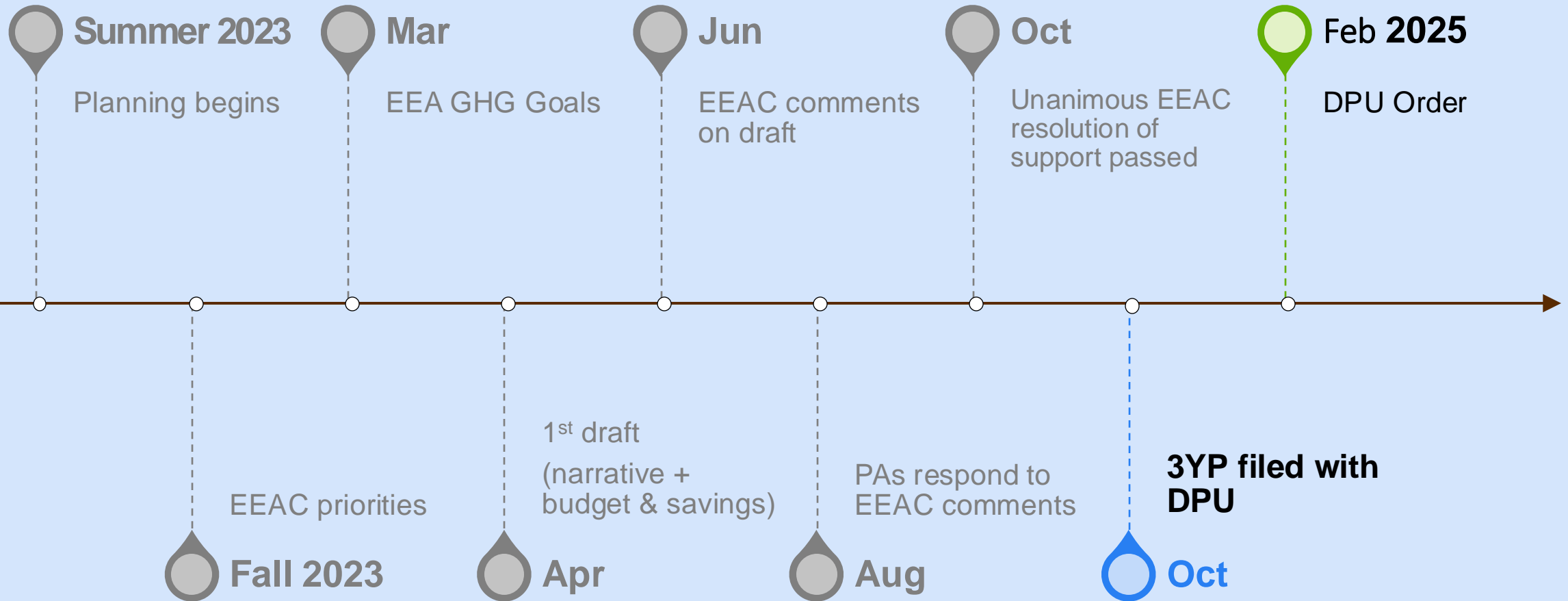
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Plan Development Process and Timelines

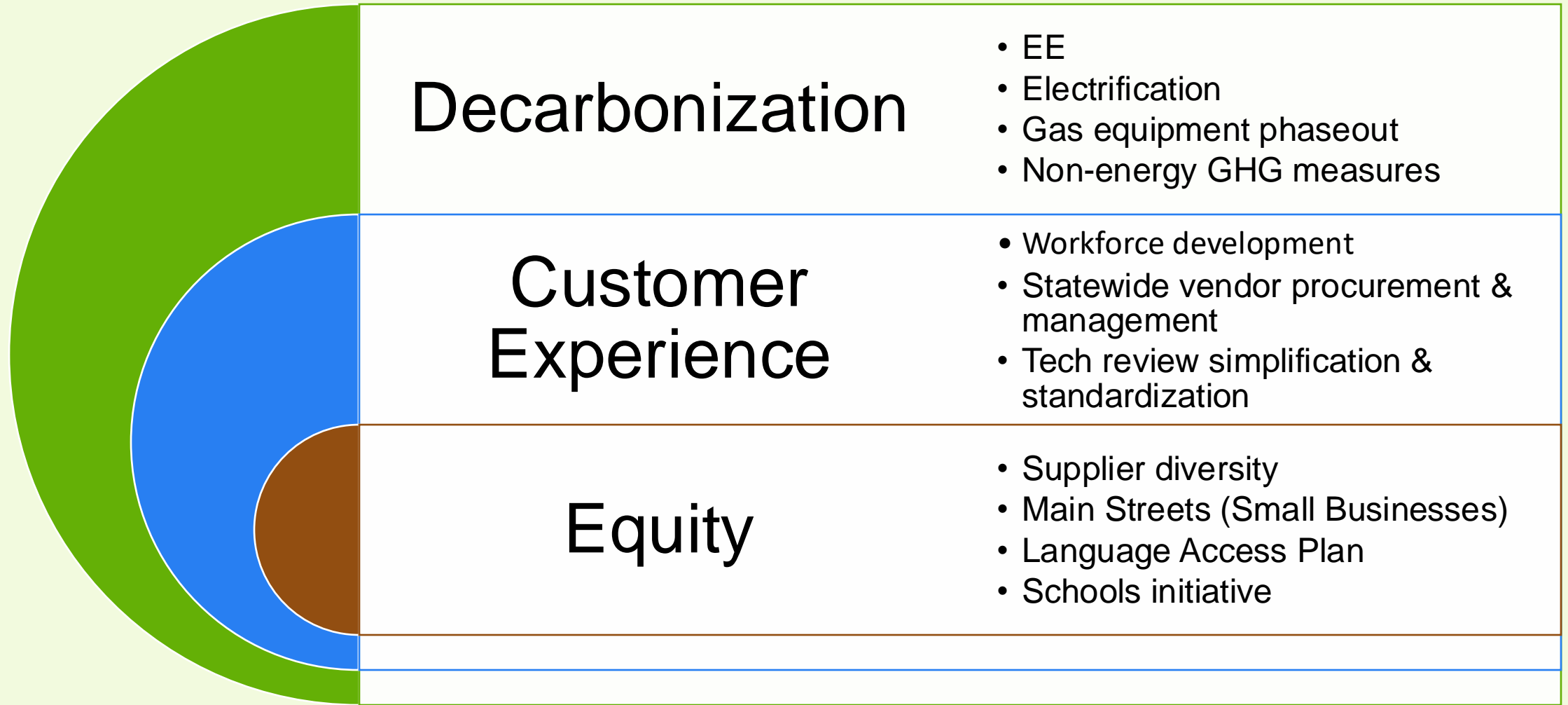


2025-2027 Plan Overview

- ✓ Reduce greenhouse gas (GHG) emissions by **1 million metric tons** of CO₂e
- ✓ Provide over **\$3.4 billion** in customer incentives
- ✓ Invest **\$1.9 billion** in equity-related efforts
- ✓ Support the installation of heat pumps in over **119,000 households**
- ✓ Weatherize more than **184,000 homes**



C&I Plan Priorities and Themes



Decarbonization

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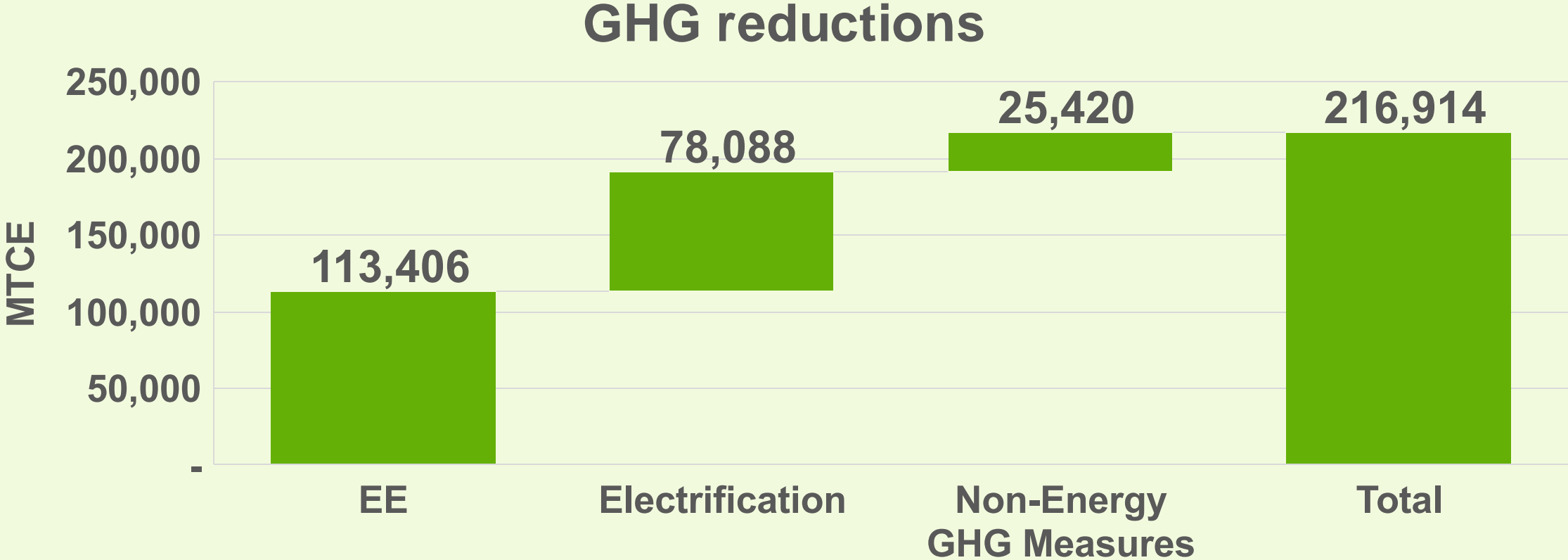
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Anticipated Portfolio Composition



~22% of emissions savings from C&I. ~50% of emissions savings via traditional EE.

Gas Equipment Phase-Out

Not supported:

- New gas-fired equipment

Still supported:

- Heating, cooling, ventilation, and hot water controls, including combustion controls
- Existing building commissioning (retro-commissioning)
- Steam traps
- Energy recovery
- Equipment, pipe, and duct insulation and sealing
- Weatherization
- Hard-to-electrify equipment (mostly process equipment)

Lighting Fixture Phase-out

Measure	Incentive per Sensor
Interior Occupancy Sensor	\$60
Interior Daylight Dimming & Occupancy Dual Sensor	\$60
Interior LLLC and NLC	\$60/\$120
Low/High Bay Occupancy Sensor	\$70
Low/High Bay integral Dual Sensor	\$70
Low/High Bay LLLC/NLC	\$70/\$120
Outdoor Occupancy	\$70

Lighting fixtures savings no longer supported

- Exception for hard-to-reach customers (Small Businesses, Municipalities)
 - Not supported Mid-Stream
 - Via Small B Turnkey or Downstream Application Required

Lighting controls savings supported

- Control must be integral with fixture
- Support for fixtures with controls decreasing by more than 50%.

Existing Building Commissioning (EBCx) Goals and Outcomes



Commissioning

Identify ways building system(s) don't meet current use intent



Energy Savings

Finding and claiming retrofit savings from measure implementation



ID Capital Measures

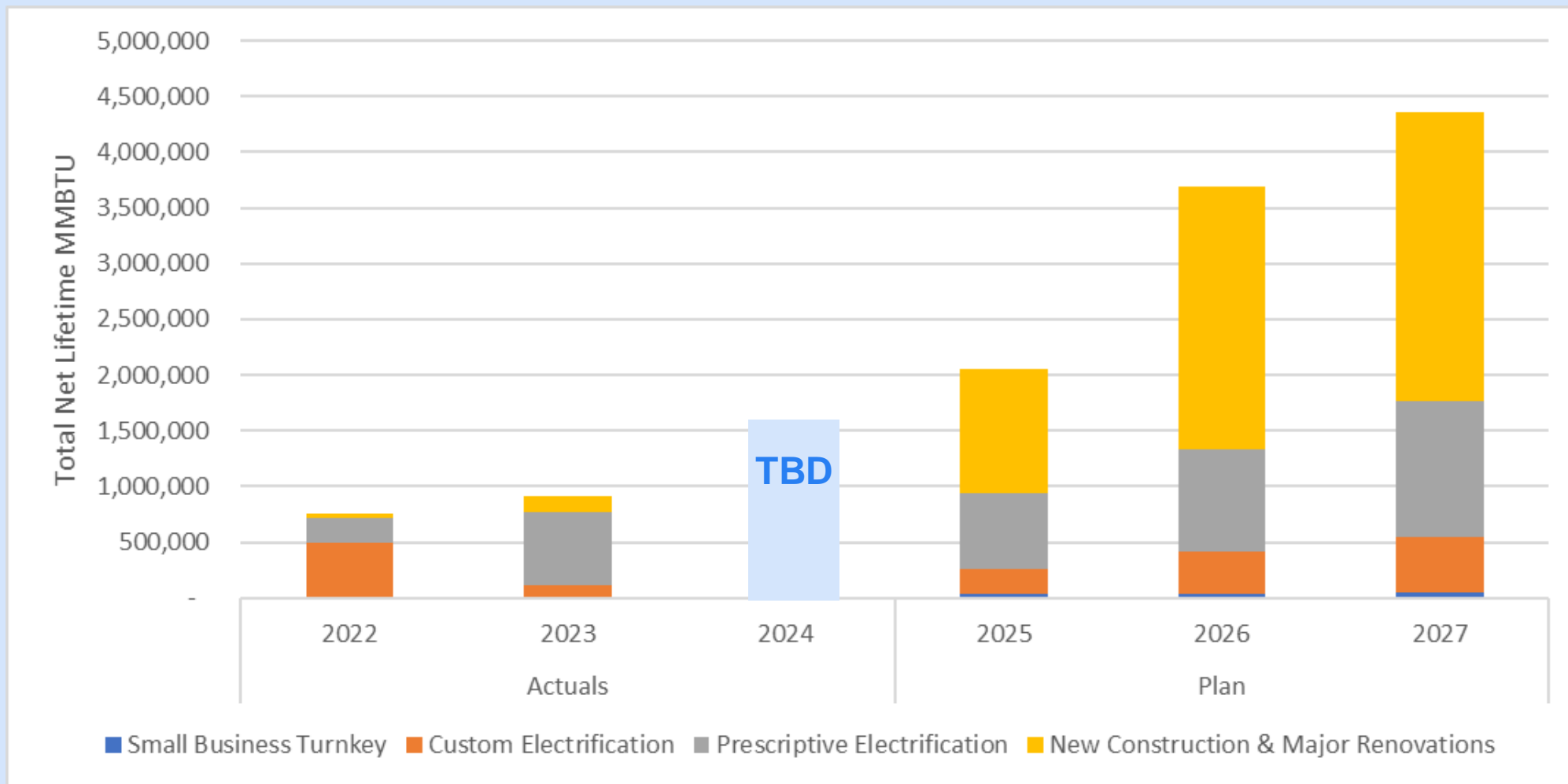
If found, refer capital measures to appropriate EE pathways



Set Up for Ongoing Support & Improvement

Training, update O&M docs, improve data availability on site

C&I Electrification



Much of the anticipated growth is in New Construction; expecting steady growth in retrofit areas as well.

Electrification Approach

- **Near-term opportunities:**
 - Smaller buildings
 - Delivered fuel displacement
 - New construction
- **Long-term strategy:** Conduct building assessments to catalogue electrification barriers and opportunities in statewide database and revisit as...
 - Electricity and gas market dynamics evolve
 - Industry and technology mature and can support hard-to-electrify systems
 - Buildings undergo major renovations



Electrification – Key Activities

2022-2024: Retool for Electrification

- 2022: Prescriptive offers for fuel switching
- 2022: HPIN network, channel/trade ally outreach
- 2023: Electrification feasibility process
- New Small Business vendors selected (2023: Eversource, 2024: National Grid)
- Ongoing:
 - Upskilling vendors and internal staff
 - Marketing/awareness
 - New municipal/open market vendors

2025-2027: Build on Foundation

- **Statewide delivery model (electric PA leads engagement)**
- **New Technical Assistance vendors**
- **Electrification studies**
- **Standardized tracking system**
- **Enhanced collaboration with distribution planning teams**

Studies: Expanded Support for Opportunity Scoping (Electrification + EE)

Dramatic expansion of support for decarbonization assessments



**Portfolio
Prioritization Plan
(PPP)**

Municipal,
Commercial Real
Estate



**Comprehensive
Building
Assessment (CBA)**

Any middle-
sized/large facility



**Decarbonization
Roadmap**

University, Hospital;
strong appetite to
decarbonize



**Focused
Technical
Assistance Study**

Custom projects

New Construction

- New buildings and building additions must be 100% electric to participate
 - There are a few limited exceptions
- If approved, a new offer will support embodied carbon reduction
- Exploring ideas for supporting grid-interactive efficient building designs



Beyond Space Heating

- Battery powered forklifts
- Battery-powered lawn equipment
- Domestic hot water (HPWH)
- Induction cooktops
- Process loads

2024

mass save

Commercial Battery-Powered Forklifts and Forklift Chargers

WE ARE MASS SAVE™:

Berkshire Gas An Energy Solutions Company

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Liberty

This advertisement features a photograph of an orange battery-powered forklift in a warehouse setting. The text is overlaid on the image, with the year '2024' in the top left and the 'mass save' logo in the top right. A light blue rounded rectangle contains the title 'Commercial Battery-Powered Forklifts and Forklift Chargers'. Below this, the 'WE ARE MASS SAVE™' logo is followed by the logos for Berkshire Gas, Eversource, and Liberty.

2024

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Commercial Battery-Powered Lawn Equipment

WE ARE MASS SAVE™:

Berkshire Gas An Energy Solutions Company

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Liberty

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Unitil

This advertisement features a photograph of a man in a green cap and tan work clothes operating a green battery-powered lawn mower in a garden. The text is overlaid on the image, with the year '2024' in the top left and the 'mass save' logo in the top right. A light blue rounded rectangle contains the title 'Commercial Battery-Powered Lawn Equipment'. Below this, the 'WE ARE MASS SAVE™' logo is followed by the logos for Berkshire Gas, Eversource, Liberty, nationalgrid, and Unitil.

Non-Energy GHG Mitigation Measures

Introducing cost-efficient measures to provide customers with additional opportunities to reduce GHG emissions

BTM Gas Leaks



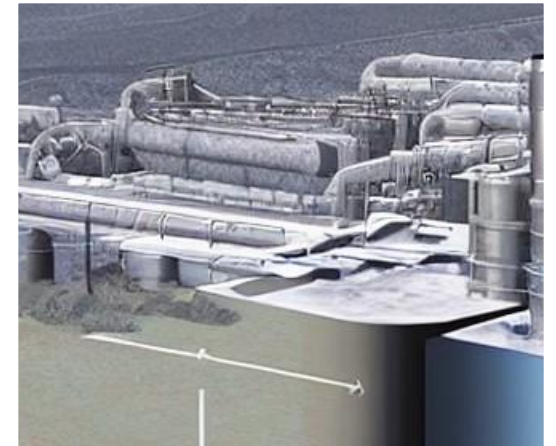
Embodied Carbon in NC



Refrigerant Leaks



BTM Carbon Capture



Customer Experience

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Revamped Custom Project Pathway and Technical Review Process

- Consistent statewide approach to review and verification of custom projects
- Joint procurement and management of technical assistance vendors
- Expanded menu of prescriptive and custom express measures



PEX / Muni / BEA Standardization*

- Establishing public, statewide list of Project Expeditor, Municipal, and Business Energy Advisor vendors
- Joint coordination and communication to vendors

** Currently by Eversource/National Grid only*



Small Business Turnkey Retrofit

- Consistent delivery of the Small Business Turnkey offering and streamlined process in joint PA territory
- Active outreach to new vendors for the Customer Directed Option (CDO)
- Enhanced engagement and support for renters and landlords, non-profit organizations including up to 100% incentives



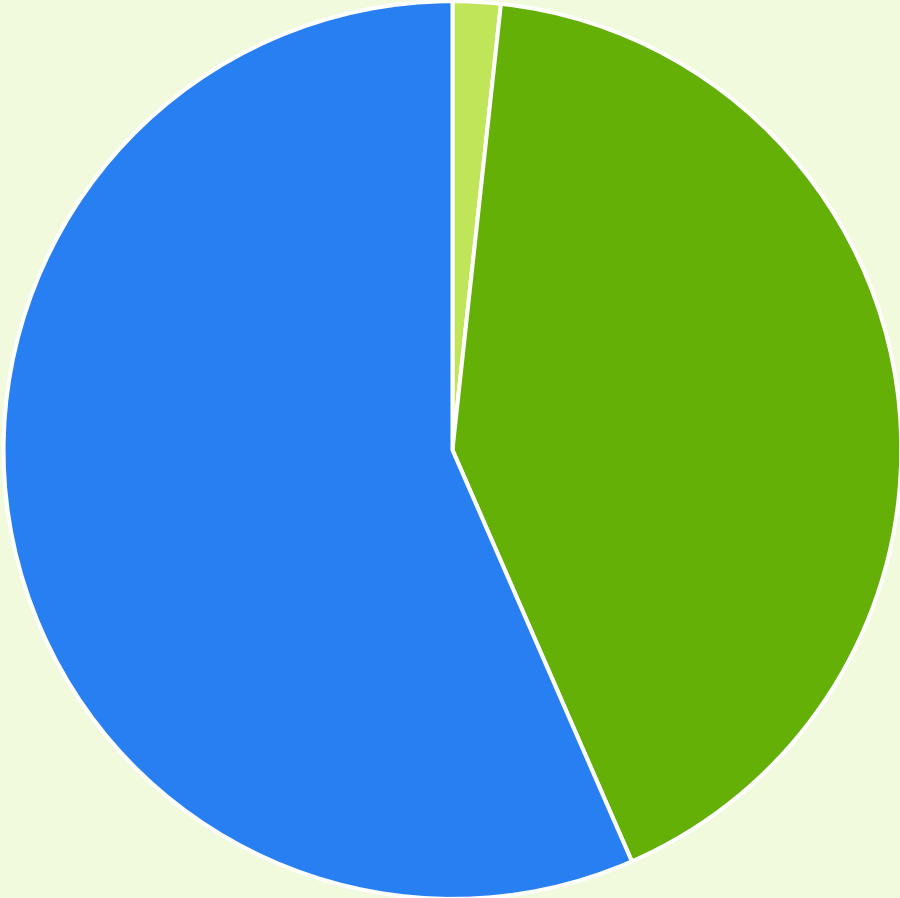
Channel Resources

HPIN Contractor Support

- Eversource and National Grid Dedicated Account Managers
- Additional Support Team: HVAC@massave.com

[Mass Save HPIN Resource Page](#)

Total	1,742
Commercial	30
Residential	727
Commercial; Residential	985



■ C&I ■ RES ■ C&I/RES

Program Support Improvements



Updated Commitment Letters

Direct outreach to contractors for incomplete submissions

Monthly HPIN office hours



Commercial Heat Pump Consultation

Additional services, quote comparison tool



Expanded e-Learning

[HPIN E-Learning](#)

Additional Manual J/S courses/webinar

Workforce Development



~\$88MM investment over next three years

Disadvantaged Business Enterprises

- ✓ New training and outreach targeted at engaging and bringing DBEs into PA programs

Entry-Level Workforce

- ✓ Expanded Clean Energy Pathways Program and targeted outreach

Upskilling & Certifications

- ✓ Electrification
- ✓ Controls
- ✓ Weatherization
- ✓ Energy auditing
- ✓ Building operator

Equity

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Language Access



Enhanced support for LOTE customers by working to provide **comprehensive language access support** throughout the customer journey



Includes **material translations, interpreter services,** and **multilingual staff**

Main Streets

- Continue offering **award-winning Main Streets**
- Multi-day concentrated effort to **target small businesses**
- Marketing campaigns **build awareness** prior to the event
- Includes **collaboration with local governments**, chambers of commerce or the Community First Partnership



Supplier Diversity

- ✓ Increase supplier diversity, aiming spend **15% of dollar volume** of direct Mass Save contracts with diverse suppliers
- ✓ **Expand C&I training opportunities**, with a focus on integrating building controls and electrification



Mass Save Schools Decarbonization Offer

Infrastructure improvements for healthier learning environments.

1. Portfolio Prioritization Plan
2. Project Planning
3. Municipal Energy Manager Grant*
4. Implementation
5. Staff Training and Teacher Curriculum

** Currently by Eversource/National Grid only*





Thank you.

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