

Program Administrator: Niagara Mohawk Power Corporation d/b/a National Grid
Program/Project: Residential High Efficiency Central Air Conditioning Program
Reporting period: Quarter 3 (July - September) 2009
Report Contact person: Lynn Westerlind

1. Program Status

- (a) and (b) There are no issues that may alter the achievement of project performance goals.
(c) There are no updates to the forecast of net energy and demand impacts.

2. Program Implementation Activities

(a) Marketing Activities

Date	Topic	Location	Audience Type
7/01/2009	Concert in the Park Series	Buffalo, NY	National Grid Customers
			NYSERDA team Project partners from National Grid, MDA, Chamber, TDO, SBDC/SBA, Clarkson, Cornell, SU, ESF, Morrisville State College, Binghamton University and county exes
7/02/2009	NYSERDA Press Conference	Syracuse, NY	
7/08/2009	Concert in the Park Series	Buffalo, NY	National Grid Customers
7/09/2009	Baldwinsville Library – Energy Efficiency Discussion	Baldwinsville, NY	Board of Trustees for the library and Mike Kelleher of ESF
7/10/2009	F.O.C.U.S. Greater Syracuse CORE group	Syracuse, NY	Board Members, Green USA and CORE Group Members
7/25/2009	ECOfest	Syracuse, NY	National Grid Customers
7/27/2009	Tri Valley Cats Baseball Game – Go Green Night	Troy, NY	National Grid Customers

Date	Event	Event Attendees	Location
08/22/2009	Fulton Library sponsoring "Green Energy Day" at the Fulton YMCA	Residential Customers	Fulton, NY
08/27/2009-09/07/2009	The Great NY State Fair National Grid staffed a large booth devoted to Energy Efficiency and distributed a large amount of information and seed packets with energy saving tips on them. Two interactive kiosks allowed people to take a quiz to see "How Green They Are"; this was popular with customers. This ten-day event allowed the Company to provide education and program information to many customers.	Residential, Small Business and Commercial and Industrial Customers	Syracuse, NY

Program Administrator	Niagara Mohawk Power Corporation d/b/a National Grid
Quarter	2009 Quarter 3
Filing	Expedited Fast Track Electric Energy Efficiency Programs
Program Administrator (PA) and Program ID	NGRIDEA01
Program Name	Residential High Efficiency Central Air Conditioning Program
Program Type	Residential Rebate
Acquired Impacts This Quarter	
Net first-year annual kWh ¹ acquired this quarter	292,869
Quarterly net first-year annual kWh Goal	54,307
Percent of quarterly Net kWh Goal Acquired	539%
Net Peak ² kW acquired this quarter	166
Quarterly Utility Net Peak kW Goal	40
Percent of quarterly Peak kW Goal Acquired	416%
Net First-year annual therms acquired this quarter	-
Quarterly Net Therm Goal	-
Percent of Quarterly Therm Goal Acquired	-
Net Lifecycle kWh acquired this quarter	4,369,373
Net Lifecycle therms acquired this quarter	-
Net Other Quarterly Savings (MMBTUs) Acquired	
Coal	-
Kerosene	-
Oil	-
Propane	-
Total Acquired Net First-Year Impacts To Date	
Net first-year annual kWh acquired to date	292,869
Net first-year annual kWh acquired to date as a percent of annual goal	180%
Net first-year annual kWh acquired to date as a percent of 3-year goal	53%
Net cumulative kWh acquired to date	292,869
Net utility peak kW reductions acquired to date	166
Net utility peak kW reductions acquired to date as a percent of utility annual goal	139%
Net utility peak kW reductions acquired to date as a percent of 3-year goal	38%
Net NYISO peak kW reductions acquired to date	166
Net first-year annual therms acquired to date	-
Net first-year annual therms acquired to date as a percent of annual goal	-
Net first-year annual therms acquired to date as a percent of 3-year goal	-
Net cumulative therms acquired to date	-
Total Acquired Lifecycle Impacts To Date	
Net Lifecycle kWh acquired to date	4,369,373
Net Lifecycle therms acquired to date	-
Committed³ Impacts (not yet acquired) This Quarter	
Net First-year annual kWh committed this quarter	-
Net Lifecycle kWh committed this quarter	-
Net Utility Peak kW committed this quarter	-
Net first-year annual therms committed this quarter	-
Net Lifecycle therms committed this quarter	-
Funds committed at this point in time	-
Overall Impacts (Achieved & Committed)	
Net first-year annual kWh acquired & committed this quarter	292,869
Net utility peak kW acquired & committed this quarter	166
Net First-year annual therms acquired & committed this quarter	-

Program Administrator	Niagara Mohawk Power Corporation d/b/a National Grid
Quarter	2009 Quarter 3
Filing	Expedited Fast Track Electric Energy Efficiency Programs

Program Administrator (PA) and Program ID	NGRIDEA01
Program Name	Residential High Efficiency Central Air Conditioning Program
Program Type	Residential Rebate
Costs	
Total program budget	\$ 576,450
Administrative costs	\$ 117,449
Program Planning	\$ 198
Marketing costs	\$ 2,780
Trade Ally Training	\$ -
Incentives, rebates, grants, direct install costs, and other program costs going to the participant	\$ 207,227
Direct Program Implementation	\$ -
Evaluation	\$ 1,436
Total expenditures to date	\$ 329,091
Percent of total budget spent to date	57%

Participation	
Number of program applications received to date	1,140
Number of program applications <i>processed</i> to date ⁴	1,140
Number of processed applications <i>approved</i> to date ⁵	1,140
Percent of applications received to date that have been processed	100%
Carbon Emission Reductions (in tons)	
Total Acquired Net First-Year Carbon Emission Reductions To Date	146
Total Acquired Cumulative Net Carbon Emission Reductions To Date	146

NOTES:

¹ First-year savings are defined as the annual savings expected from a given measure in the first year after installation. The annual savings are sometimes the result of annualizing estimated savings that are based on data that cover less than one year.

² Peak is defined uniquely for each utility.

³ Committed savings are defined as those for which funds have been encumbered by not yet spent. When the funds are spent (i.e., a rebate check has been sent to the participant on a specific date), the savings are then considered "acquired."

⁴ An application is processed once the PA has reviewed the application and made a decision whether to approve the incentive payment to the customer. Once the decision has been made to pay the incentive to the customer, these funds and their associated energy and demand impacts become "Committed."

⁵ The application is approved once the decision has been made to pay the incentive to the customer. Note that these funds and their associated energy and demand impacts become "Committed" once this decision is made.

⁶ See *CO₂ Reduction Values* tab.

⁷ Until a naming convention for program ID is defined, the Company has used the first five character to represent the PA, the sixth character represents G (gas) or E (electric), the seventh character represents A (residential), B (low income) and C (commercial) and the eighth and ninth characters are numeric in ascending order.

Program Administrator	Niagara Mohawk Power Corporation d/b/a National Grid
Quarter	2009 Quarter 3
Filing	Expedited Fast Track Electric Energy Efficiency Programs
Program Administrator (PA) and Program ID	NGRIDE01
Program Name	Small Business Services Energy Efficiency Program
Program Type	Commercial Retrofit
Acquired Impacts This Quarter	
Net first-year annual kWh ¹ acquired this quarter	1,157,708
Quarterly net first-year annual kWh Goal	23,068,624
Percent of quarterly Net kWh Goal Acquired	5%
Net Peak ² kW acquired this quarter	754
Quarterly Utility Net Peak kW Goal	5,366
Percent of quarterly Peak kW Goal Acquired	14%
Net First-year annual therms acquired this quarter	-
Quarterly Net Therm Goal	-
Percent of Quarterly Therm Goal Acquired	-
Net Lifecycle kWh acquired this quarter	14,298,105
Net Lifecycle therms acquired this quarter	-
Net Other Quarterly Savings (MMBTUs) Acquired	
Coal	-
Kerosene	-
Oil	-
Propane	-
Total Acquired Net First-Year Impacts To Date	
Net first-year annual kWh acquired to date	1,256,879
Net first-year annual kWh acquired to date as a percent of annual goal	2%
Net first-year annual kWh acquired to date as a percent of 3-year goal	0%
Net cumulative kWh acquired to date	1,256,879
Net utility peak kW reductions acquired to date	773
Net utility peak kW reductions acquired to date as a percent of utility annual goal	5%
Net utility peak kW reductions acquired to date as a percent of 3-year goal	1%
Net NYISO peak kW reductions acquired to date	773
Net first-year annual therms acquired to date	-
Net first-year annual therms acquired to date as a percent of annual goal	-
Net first-year annual therms acquired to date as a percent of 3-year goal	-
Net cumulative therms acquired to date	-
Total Acquired Lifecycle Impacts To Date	
Net Lifecycle kWh acquired to date	15,572,234
Net Lifecycle therms acquired to date	0
Committed³ Impacts (not yet acquired) This Quarter	
Net First-year annual kWh committed this quarter	0
Net Lifecycle kWh committed this quarter	0
Net Utility Peak kW committed this quarter	0
Net first-year annual therms committed this quarter	0
Net Lifecycle therms committed this quarter	0
Funds committed at this point in time	0
Overall Impacts (Achieved & Committed)	
Net first-year annual kWh acquired & committed this quarter	1,157,708
Net utility peak kW acquired & committed this quarter	754
Net First-year annual therms acquired & committed this quarter	-

Program Administrator	Niagara Mohawk Power Corporation d/b/a National Grid
Quarter	2009 Quarter 3
Filing	Expedited Fast Track Electric Energy Efficiency Programs

Program Administrator (PA) and Program ID	NGRIDE01
Program Name	Small Business Services Energy Efficiency Program
Program Type	Commercial Retrofit
Costs	
Total program budget	\$ 18,458,016
Administrative costs	\$ 365,523
Program Planning	\$ 6,335
Marketing costs	\$ 13,555
Trade Ally Training	\$ -
Incentives, rebates, grants, direct install costs, and other program costs going to the participant	\$ 342,087
Direct Program Implementation	\$ (12,361)
Evaluation	\$ (12,858)
Total expenditures to date	\$ 702,281
Percent of total budget spent to date	4%

Participation	
Number of program applications received to date	473
Number of program applications <i>processed</i> to date ⁴	86
Number of processed applications <i>approved</i> to date ⁵	96
Percent of applications received to date that have been processed	18%
Carbon Emission Reductions (in tons)	
Total Acquired Net First-Year Carbon Emission Reductions To Date	628
Total Acquired Cumulative Net Carbon Emission Reductions To Date	628

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Date	Event	Event Attendees	Location
09/03/2009	SUNY Albany: Back-to-School Energy Fair	Residential customers affiliated with SUNY Albany	Albany, NY
09/15/2009	National Grid Employee Expo	National Grid Employees	Syracuse, NY
9/14-9/16/2009	International Healthy Building Expo	Builders and engineers from around the world	Syracuse, NY

(b) Evaluation Activities

National Grid has begun a process evaluation of several programs, including the Residential High-Efficiency Central Air Conditioning Program.

(c) Other Activities

There are no other activities to report.

3. Customer Complaints and/or Disputes

No customer complaints have been received.

4. Changes to Subcontractors or Staffing

There have been no changes to staff, subcontractors or consultants.

5. Additional Issues

There are no additional issues.

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Program/Project: Small Business Services Energy Efficiency Program
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1. Program Status

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- (c) There are no updates to the forecast of net energy and demand impacts.

2. Program Implementation Activities

The Company performed 342 audits through September 30, 2009, totaling \$2 million dollars worth of potential projects. The average project cost to date is \$6,000, and National Grid's average incentive contribution is calculated at 62% of total project cost. The average payback period for customer financing is 11 months.

(a) Outreach/Marketing Activities

National Grid and its vendors are employing marketing strategies that are designed to produce energy savings in key end-uses, such as lighting and refrigeration.

Regional Program Administrators (RPAs) continue mailings in their service territories using the Small Business Marketing Brochures. National Grid is initiating a telemarketing campaign to customers in fourteen cities and towns throughout its upstate New York service territory.

A print advertisement promoting the Small Business Services Program will run in the 2010 *Who's Who in Buffalo Niagara Business* Member Directory.

A new National Grid brand campaign under the theme "3% Less" was launched on September 15th and will run through mid-November. Targeted radio, TV and online ads are running in select geographies across National Grid's service territory, along with bill inserts and specific employee communications. The campaign is focused on increasing customer awareness of National Grid as a provider of energy efficiency services and solutions and encourages customers to make a pledge of reducing their individual energy consumption by 3% less energy every year for the next ten years. Customers can fulfill this pledge by participating in most of the energy efficiency programs and services offered by National Grid.

A new customer Web site, www.powerofaction.com, launched on September 15th coinciding with the 3% Less brand campaign. The new site replaces the existing energy efficiency website, www.thinksmarthinkgreen.com and integrates the former disparate National Grid Web entities related to energy efficiency, conservation

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(www.nationalgridflor.com), and gas conversion (www.nationalgridus.com/myngrid) together for a more seamless customer user experience. As part of the new site, customers can pledge to do “3% Less” as part of the corporate brand campaign as well as getting a personal online energy evaluation.

(b) Evaluation Activities

National Grid has begun a process evaluation of several programs, including the Small Business Services Program.

(c) Other Activities

Training on National Grid’s InDemand program tracking system was held on August 12th for the newly selected Regional Program Administrators.

Two webinars were conducted during August for the purpose of training National Grid Account Executives and Energy Efficiency team members:

- A webinar explaining the general program requirements and eligibility criteria
- A webinar on the refrigeration measures provided through the program.

3. Customer Complaints and/or Disputes

No customer complaints have been received.

4. Changes to Subcontractors or Staffing

The three Regional Program Administrators have established offices and hired personnel within their regions, supporting the program goals and contributing to economic development in the region.

- LIME Energy, serving the Western and Frontier Regions, has opened an office in Depew, NY with 2,600 square feet of office space and 6,000 square feet of warehouse space. They have hired 9 additional staff members and expect to hire additional employees by year end.
- SmartWatt Energy, serving the Central Region, has opened an office in Liverpool, NY with 1,600 square feet of office space and 4,000 square feet of warehouse space. They have hired 4 additional staff members and expect several more to be hired by year end.
- RISE Engineering, serving the Capital, Northeast, Mohawk Valley and Northern Regions, has opened an office in Albany, NY with 3,000 square feet of office space and 7,500 square feet of warehouse space. They have hired 5 new staff members and expect several more to be hired by year end. They are currently identifying additional office/warehouse space within their other regions.

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There are no additional issues.