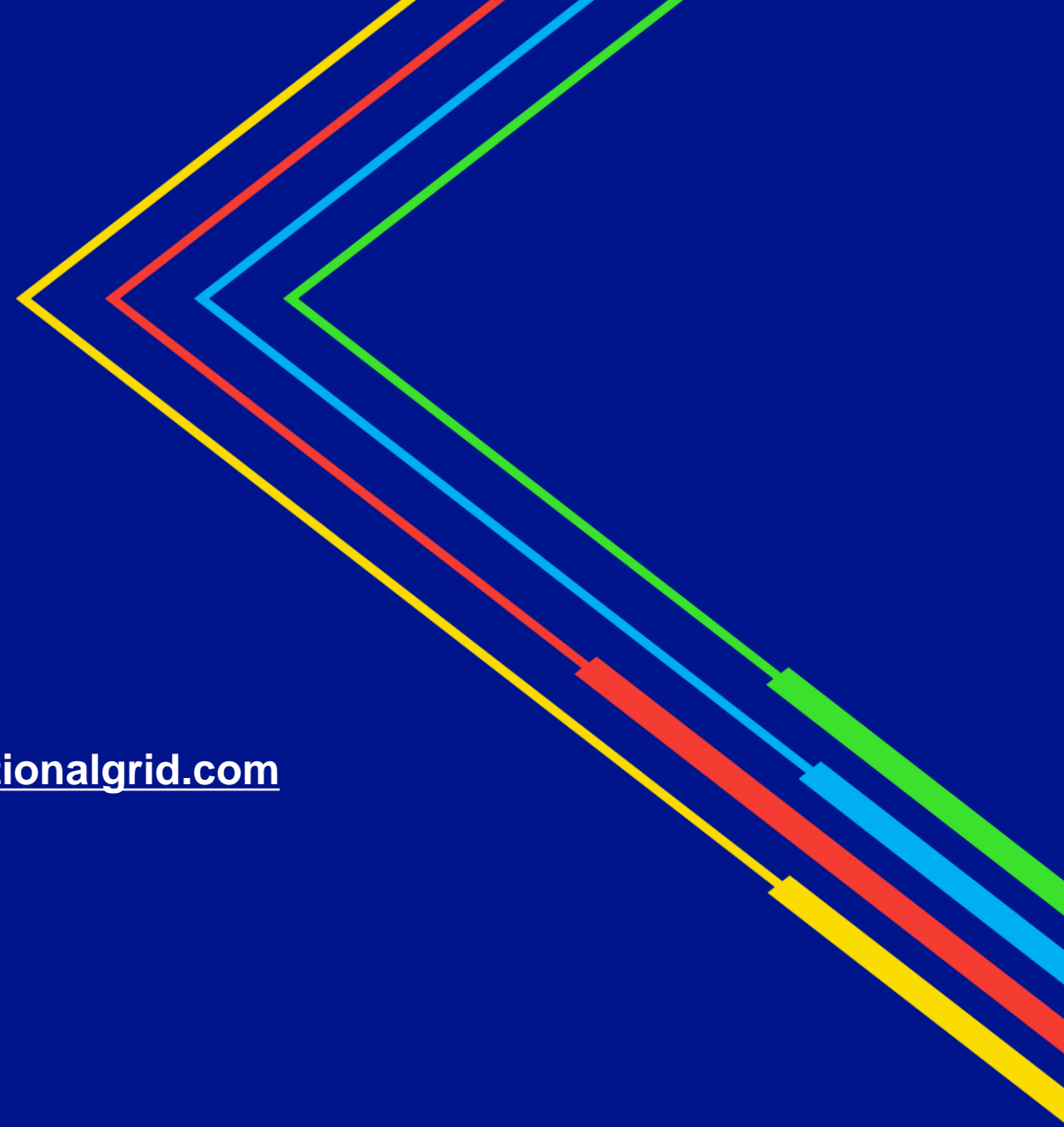


August 2024 PEX Meeting

August 21, 2024

Mathew McCarthy mathew.mccarthy@nationalgrid.com

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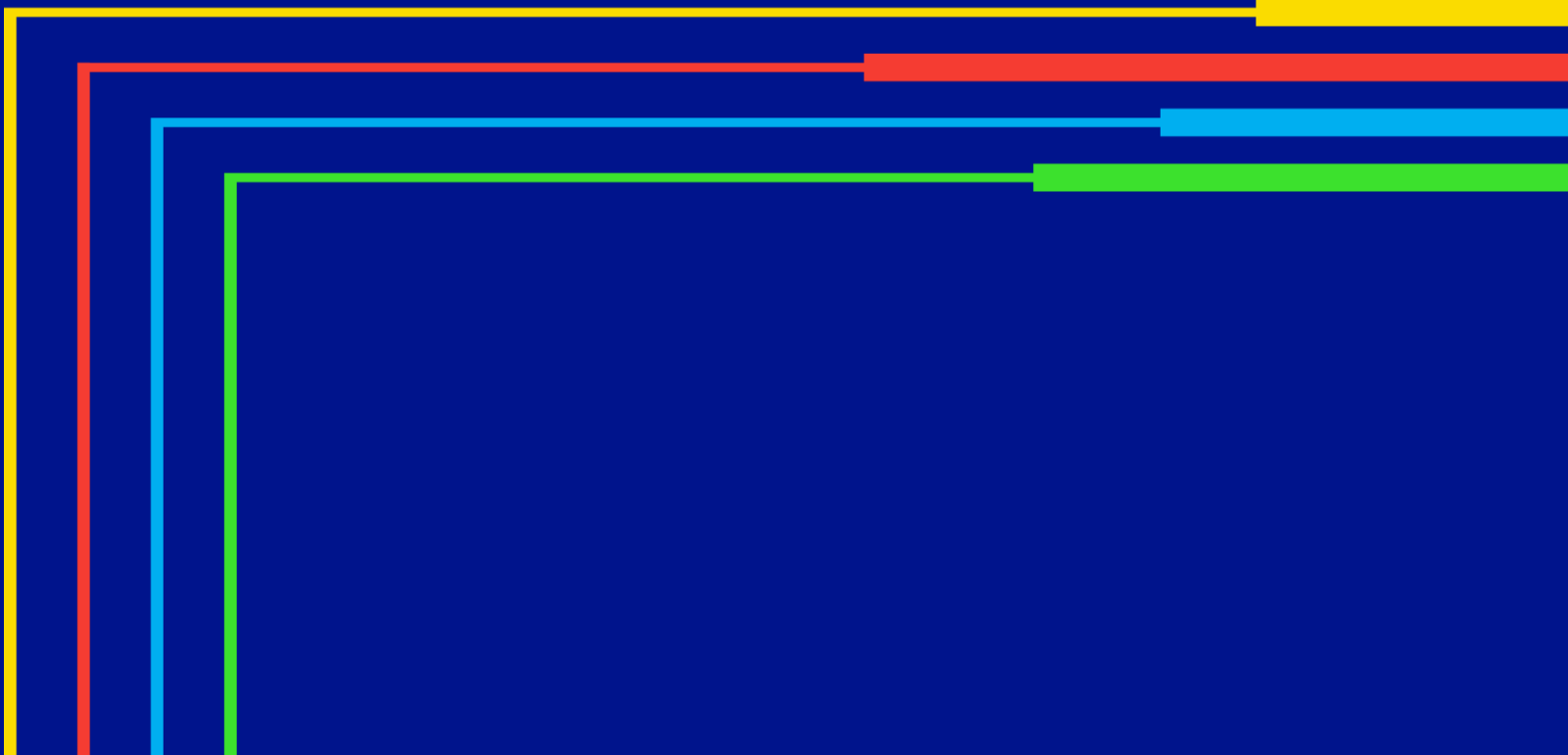
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01

Safety Moment – Fall Office Safety

Mathew McCarthy Mathew.McCarthy@nationalgrid.com



Fall Office Safety:

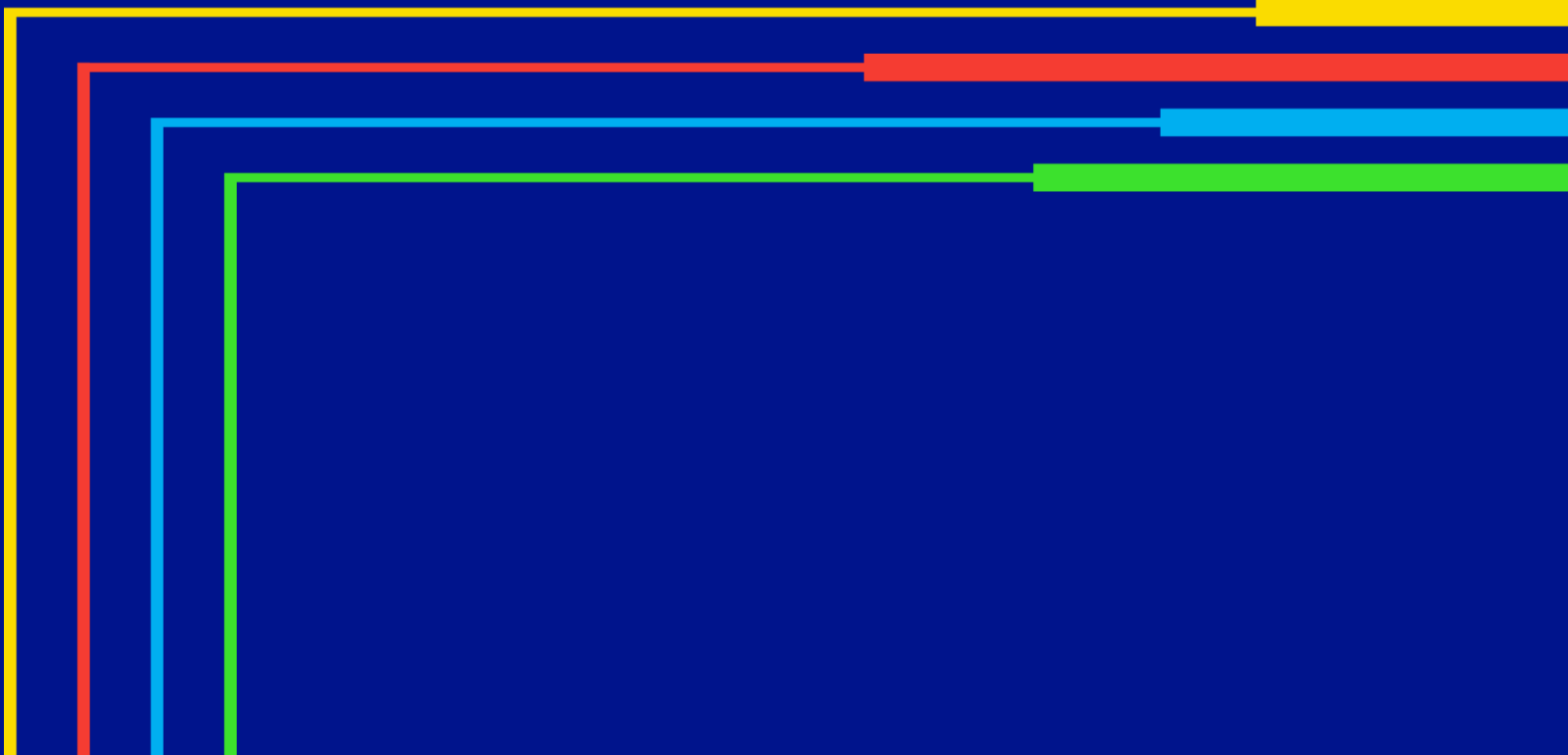
1. Watch your step: Fallen leaves and wet weather create slippery surfaces. Use designated walkways to avoid slips, trips, and falls.
2. Mind the cords: Keep cords and cables organized to prevent tripping hazards.
3. Maintain lighting: Report any burnt-out or dim lights to facilities management for a well-lit workspace.
4. Be mindful of wet floors: Promptly report spills or wet areas for immediate clean-up.
5. Dress for the weather: Dress in layers and wear appropriate footwear for comfort and stability.



02

Meet the Sales Rep

Shaun Tisdale Shaun.Tisdale@nationalgrid.com

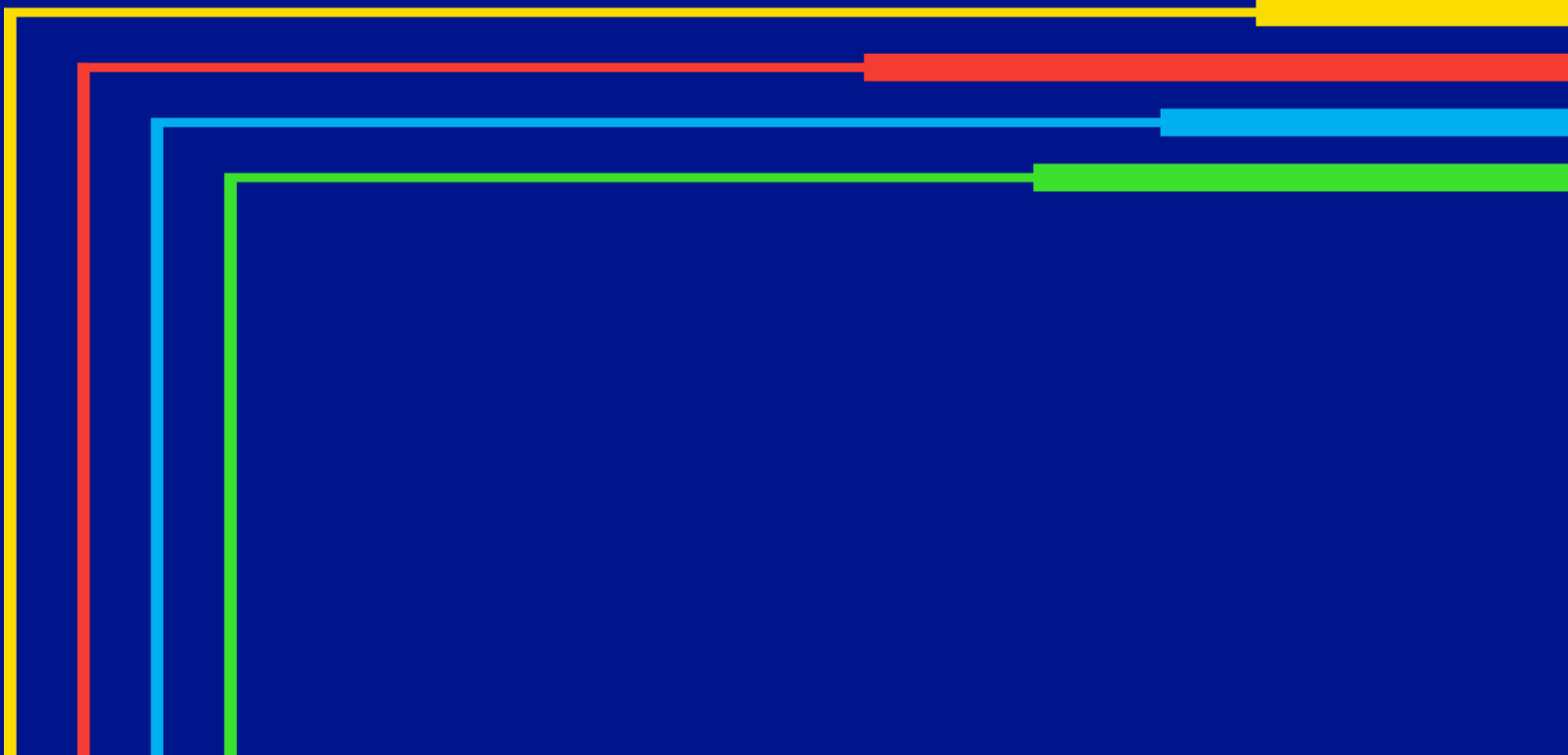


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03

Year End – Estimated Completion Dates and Enhanced Incentives

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Expected Completion Dates

To ensure an accurate CY 2024 forecast, please monitor and update your Expected Completion Dates (ECD) closely

- Work closely with your National Grid Deal teams: Sales, Tech Reps, and EEA's, respectively.
- All projects uploaded to ID should have an accurate ECD.
- Move ECDs for any recently added 2024 projects that will not be completed this year to 2025 or beyond.
- Refer to electric burst reports for updates on project statuses.
- Gas reports are available on request.

[Customer](#) | [Application Header](#) | [Task List](#) | [Facility Detail](#) | [ECM Installation Plan](#) | [Documents](#) | [Summary](#) | [Instructions](#)

Application Header Information			
Application No.		Creation Date	12/13/2022
Probability of Completion	100% - Guaranteed	Expected Completion Date	11/15/2024

Application Header Information

Year End Sales Promotions

Get up to 50% of installed cost on select equipment through our Electric EE 3-Year Promo.

- Eligible equipment: Lighting, VFD's, Compressors, and Transformers.
- Deadline for completion: 12/31/24.
- Verification process: Completion needs to be verified by National Grid.
- Eligibility: Applies to new projects or projects in the lower pipeline that are not yet sold.
- Coverage: Applies to both prescriptive and custom projects.
- Tracking: Include "50% promo" in the facility name for tracking purposes.
- Consequences of not meeting the deadline: If a project is not complete by 12/31/24, the measures go back to the standard incentive being offered at the time of completion. Note that lighting incentives will decrease significantly in 2025, with reductions of up to 70%.

Year End Sales Promotions

Complete your heat pump installation by 12/31 and receive a 10% EE Certificate for a 2025 EE project.

- Incentive: Customers will receive a 10% EE Certificate (not to exceed \$10,000) for a 2025 EE project.
- Heat pump incentive: There is no additional incentive for heat pumps; the 10% EE Certificate is for future EE projects only.
- Certificate usage: The certificate must be used for a project that starts prior to July 1st, 2025.
- Restrictions: Some restrictions apply, and the offer cannot be combined with similar offers.
- Incentive limit: The total incentive amount, including the boost certificate, cannot exceed 100% of the project cost.
- Coordination: Please coordinate with your National Grid Sales Representative for full details on eligibility and requirements.
- Exclusions: Certificates cannot be used for electrification measures such as heat pumps.

Year End Sales Promotions

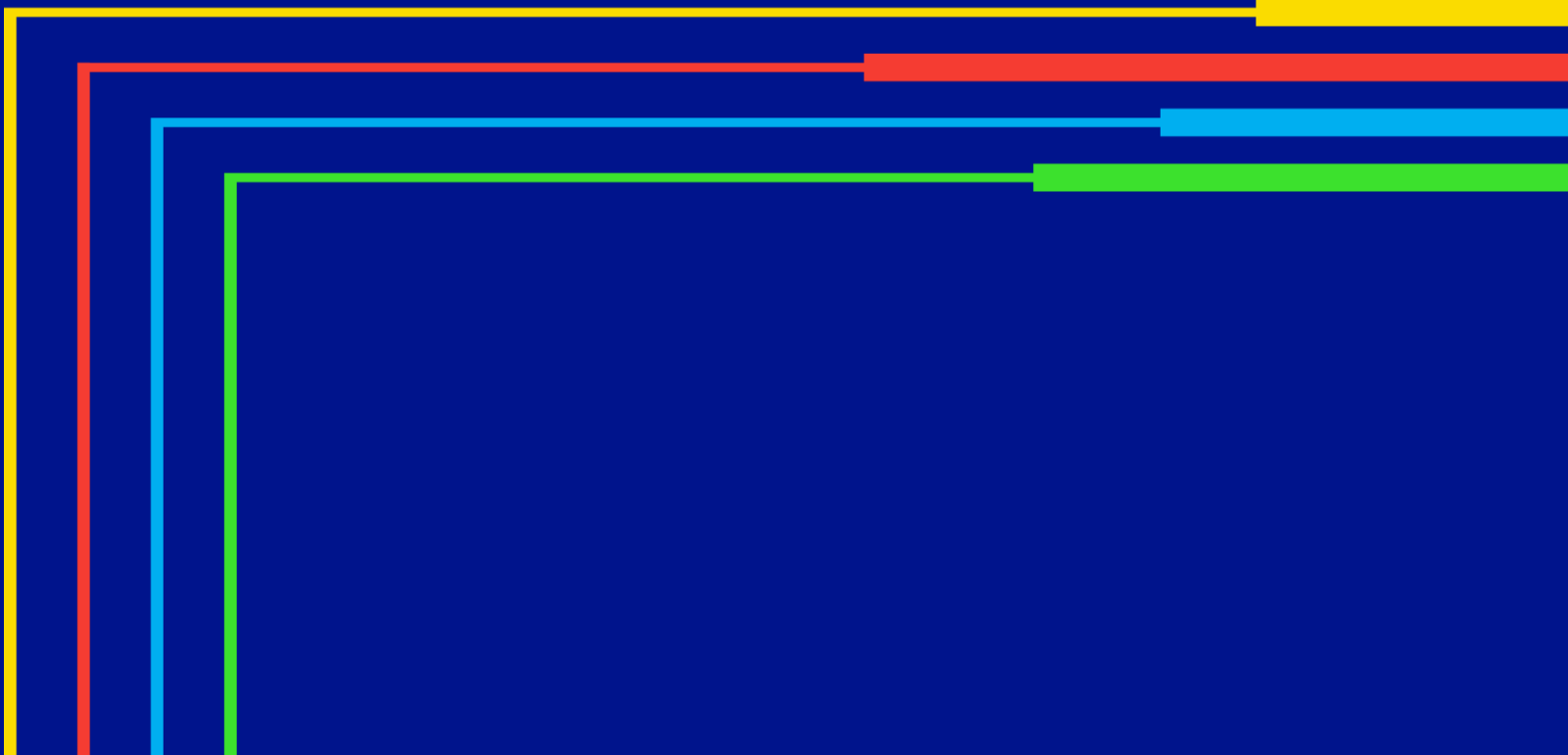
2024 Project Expediter Competition - Join the Year-End Production Contest and compete to be recognized as a top Project Expediter (PEX) by completing projects before 12/31/24.

- Definition of completion: Projects are considered completed when the measures are confirmed as fully installed and functional, with the project status being "Installation Completed" or advanced in InDemand.
- Categories:
 - Most VFD, Transformers, Compressor, and Lighting projects utilizing the 50% promo
 - Most completed delivered fuels projects
 - Most net lifetime therm savings
- Prizes for winners (awarded for each category):
 - 1st Place: Receives a 15% certificate (maximum value of \$20,000) for a 2025 EE project.
 - 2nd Place: Receives a 10% certificate (maximum value of \$10,000) for a 2025 EE project.

04

PEX 2024 Goals and Progress

Mathew McCarthy Mathew.mccarthy@nationalgrid.com



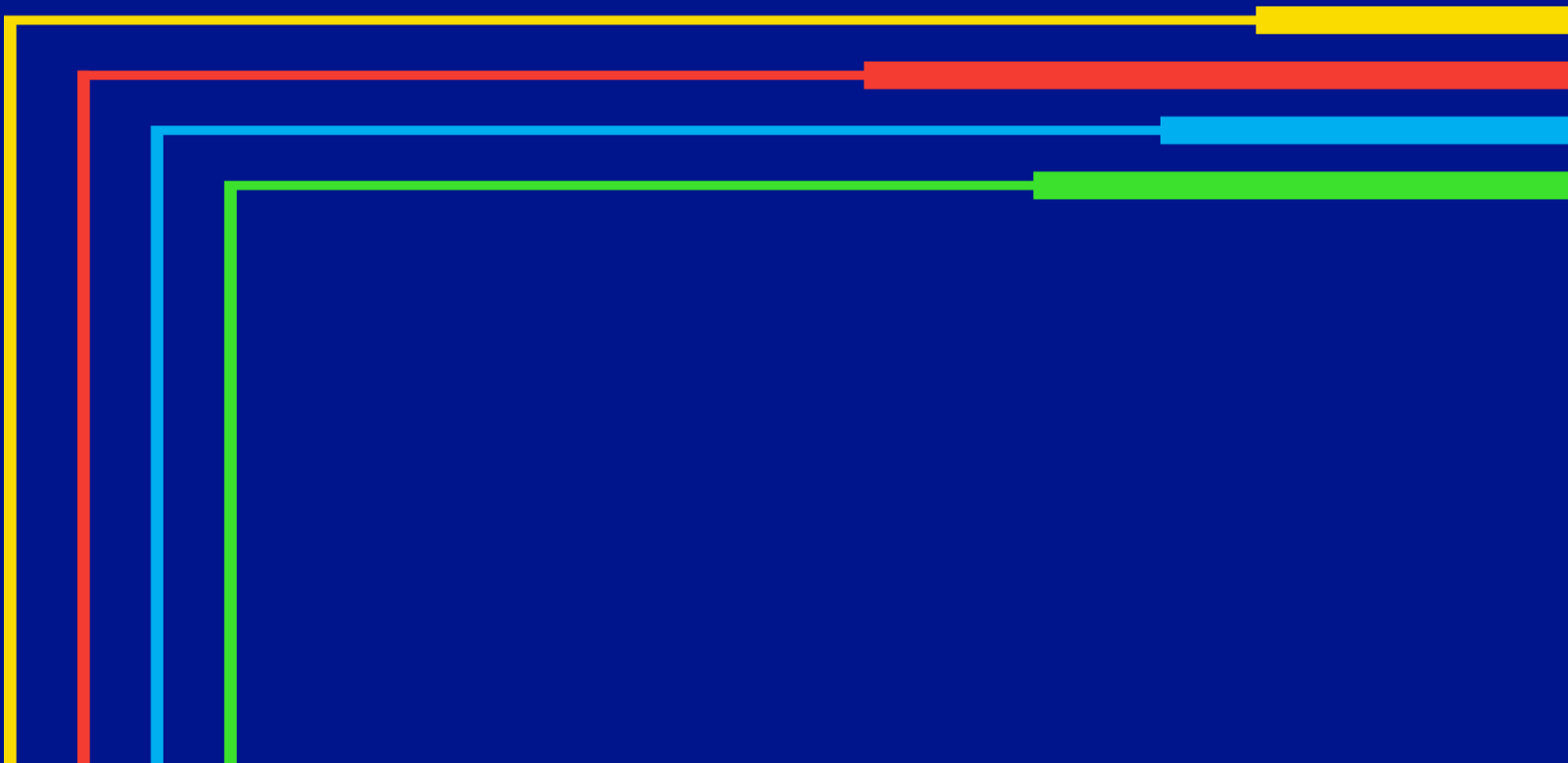
PEX 2024 Goals and Progress

CY 2024 PEX Progress (As of 8/19/24)					
Key Performance Indicators	Goal	Paid	P(%G)	Forecast	Fc(%FG)
Electric Savings (NLT MWH)	82,450	57,588	70%	175,482	213%
Gas Savings (NLT Therms)	1,674,970	397,894	24%	2,840,040	170%
Electric Electrification (NLT MMBTu)	49,510	12,417	25%	30,604	62%
Gas Electrification (NLT MMBTu)	64,490	7,160	11%	78,190	121%

05

Quick Hits and Reminders

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Save the Date: Energy Solutions Summit

Join us for the annual Energy Solutions Summit on Thursday, October 24th at Gillette Stadium!

- **Attendees:** The event brings together hundred of commercial and industrial rate-paying customers from Massachusetts.
- **Activities:** Interact with sponsoring vendors, attend educational sessions on various energy topics, listen to keynote speakers addressing the regulatory environment, enjoy delicious food, and network.
- **Sponsorship:** If you are interested in becoming a sponsor, please let us know.

National Grid



Sponsorship Levels & Benefits

	GOLD \$11,000	SILVER \$9,000	BRONZE \$5,000
EXHIBIT SPACE:	8' x 16' space	8' x 10' space	8' x 10' space
SUMMIT REGISTRATIONS:	Four (4)	Three (3)	Two (2)
EVENT WEBSITE RECOGNITION:	Company logo, URL & 150-word company description	Company logo, URL & 100-word description	Company name & URL
RECOGNITION ON EVENT SIGNAGE & MONITORS:	Company logo	Company logo	✕
HYPERLINK IN EVENT APP:	✓	✓	✓
COMPLIMENTARY ELECTRICITY FOR BOOTH:	✓	✓	✓
PRIORITY PLACEMENT:	✓	✓	✕
EXCLUSIVE SPONSORSHIP PACKAGES:	Select from Seven (7) exclusive sponsorship packages	Select from Five (5) exclusive sponsorship packages	✕

** See more information on exclusive sponsorship packages per sponsor level on the following pages.*

Quick Hits and Reminders:

- **Upcoming Trainings:**
 - Mass Save events and trainings can be found on the Mass Save website [here](#).
 - Compressed Air Challenge Training – Rescheduled for September 18th in Westwood. If interested, register here - [Registration Link](#)
 - MAEEP Building Ventilation and Heat Recovery for HVAC Systems Training - Scheduled for Tuesday September 24 from 8:30am-4PM at Four Points Sheraton in Norwood
 - MAEEP VFD Training – Scheduled for October 9, 16, 23, (and 30 if sufficient demand) from 8:30-2:30PM in Canton.
 - MAEEP Lighting Controls – Targeting November
- **Individual PEX Goal Communication:**
 - Please review and provide feedback or raise any concerns regarding your assigned goals.
- **Co-Branding License Agreement Update:**
 - Ensure compliance with the co-branding guidelines and submit marketing materials for review and approval.
- **Commercial Heat Pump Application:**
 - All PEXs should use the National Grid specific heat pump application, available [here](#).
 - Avoid processing PEX applications through third-party vendors. Work directly with your account representative.

Quick Hits and Reminders:

- **PEX Landing Page**
 - <https://www.nationalgridus.com/MA-Project-Expediter-Program>
- **Tech Check Requirement:**

Out of Scope:

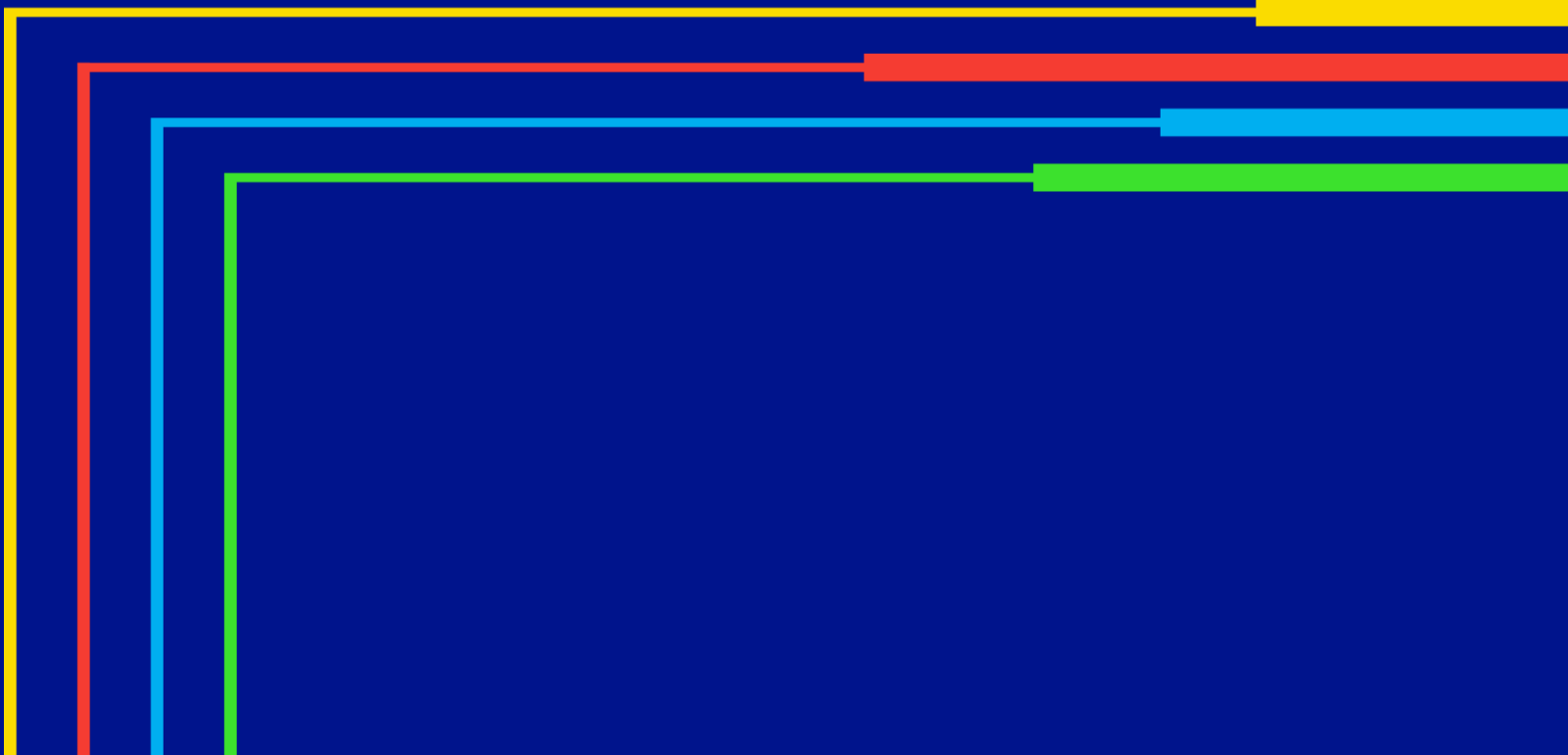
The following measures do not require a Technical Check form to be completed:

- | | |
|-------------------|--|
| • Steam traps | • Kitchen hoods |
| • Custom lighting | • EMS/BMS |
| • Transformers | • Custom expedited measures and ESPO measures in |
| • Weatherization | Energy Smart Grocer (ESG) & Serve Up Savings |
| • Pipe insulation | (SUS) Programs |
| | • New Construction |

06

Looking Forward – 2024 Meeting Dates

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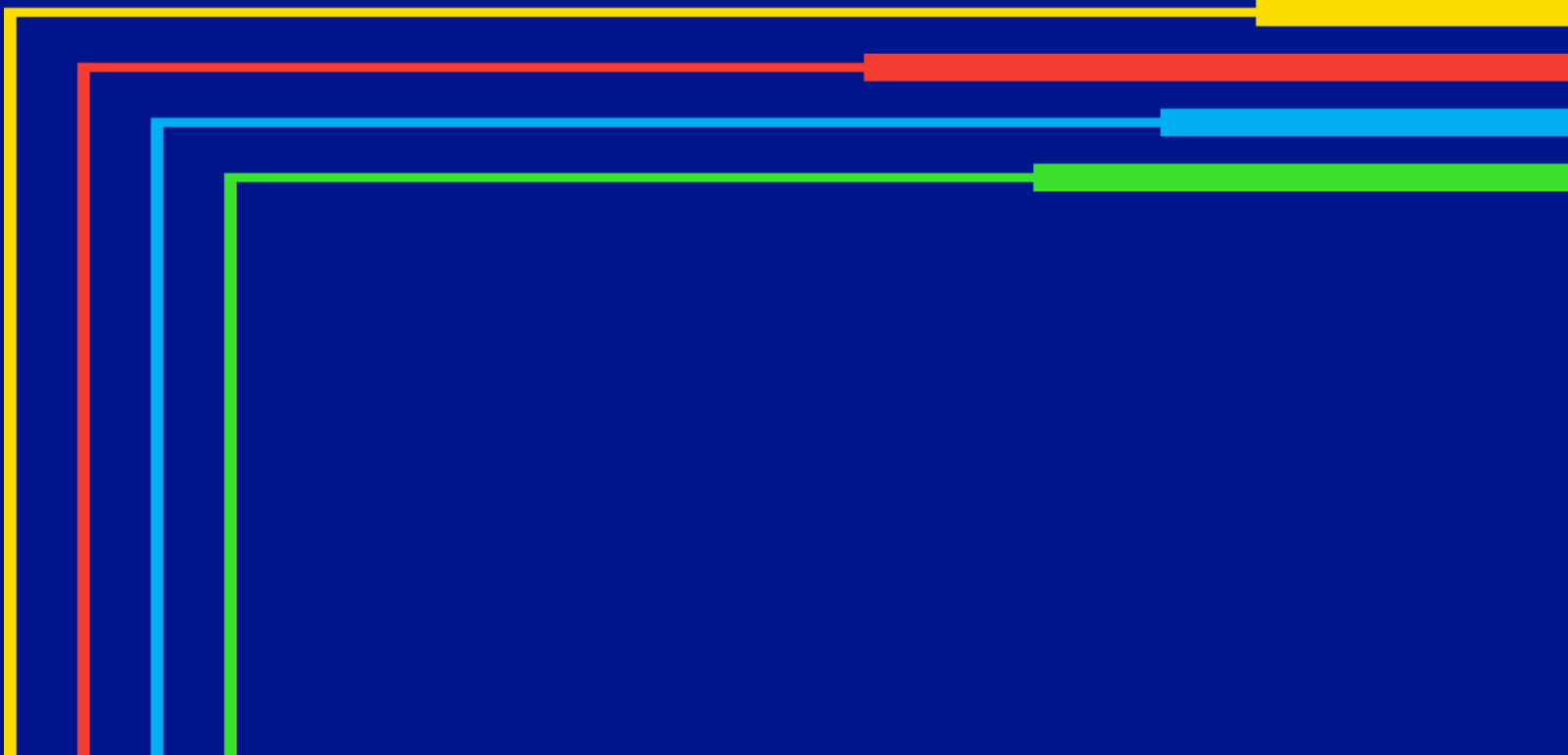
2024 Meeting Dates

Meeting Schedule

- September 16, 2024 (MONDAY – In Person)
- October 23, 2024 (Invite Pending)
- November 20, 2024 (Invite Pending)
- December 18, 2024 (Invite Pending)

Thank You!

Be Safe



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