



2017 Operations Plan Overview

December 2016

		2016 Budget	2016 Forecast (Q3)	2017 Budget	2015/2016 Forecast/ 2017 Budget	Cumulative Business Plan through 2017
2017 BUDGET OVERVIEW (\$M)	Electric	\$35.2	\$35.9	\$35.3	\$102.4	\$102.5
	Gas	\$2.9	\$2.8	\$3.8	\$7.2	\$7.6
	TOTAL	\$38.1	\$38.7	\$39.1	\$109.6	\$110.1

			Target	Forecast
CYCLE 5 (2015-2019) ENERGY SAVINGS (aMW)	Current Business Plan Investments (2015-2019)	Total Regional Savings	145	160-170
		Co-Created Savings	75	55-60
		Net Market Effects	55	35-50
	Prior Investments (1997-2014)	Total Regional Savings	455	440-450
		Co-Created Savings	75	105-110
		Net Market Effects	n/a	n/a
	All Investments (1997-2019)	Total Regional Savings	600	600-620
		Co-Created Savings	150	160-170
		Net Market Effects	n/a	n/a

		Total 2017 Forecast	Business Plan Goal	% to Business Plan Goal
PIPELINE SAVINGS FORECAST (aMW)	Scanning portfolio health (aMW)	1200	1400	85%
	Pipeline health (aMW)	1000	1000	100%
	Program advancement (aMW)	210	175	>100%

2017 Operational Priorities

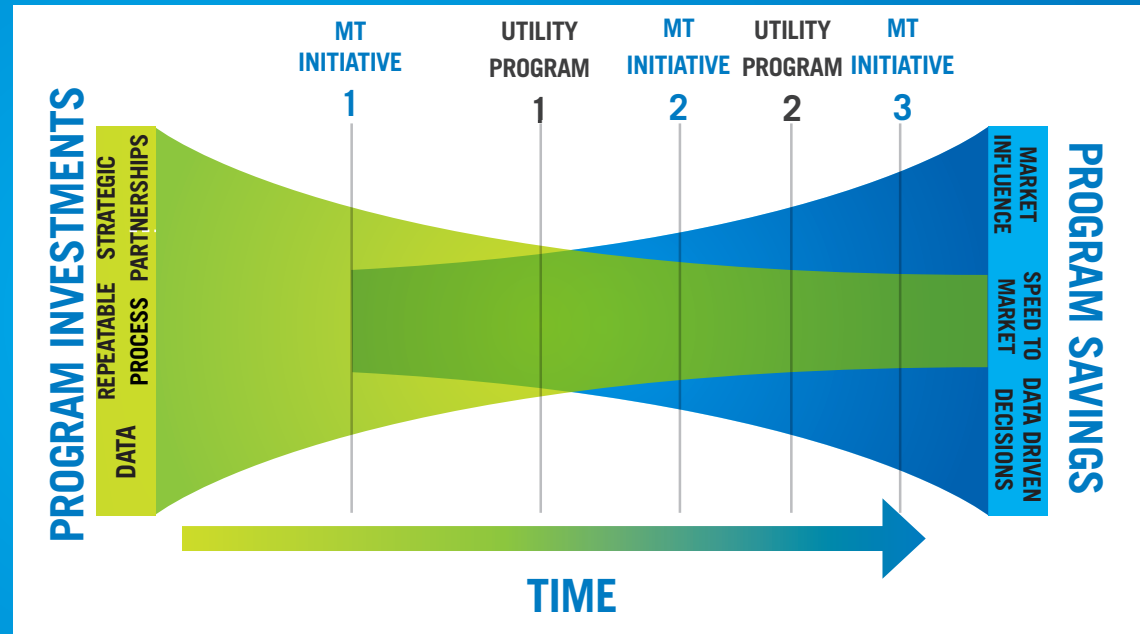
- Continue to fill the energy efficiency market transformation pipeline with new products, services and practices, and create market conditions that will accelerate and sustain their market adoption.
- Collaborate with funders for seamless coordination and maximum benefit from local utility activities that drive market transformation.
- Conduct Strategic Planning with NEEA's Board of Directors resulting in a draft 2020-2024 Strategic Plan.
- Continue to implement the regional Strategic Market Plans that have been developed for Commercial and Industrial Lighting and Consumer Products.
- Launch Phase I of the Commercial Building Stock Assessment and, at the same time, continue work on the Residential Building Stock Assessment.
- Finish the implementation of NEEA's new Financial/Business system (NEEABiz).
- Complete Natural Gas Mid-Cycle Assessment and develop plan for adjustments.
- Complete assessment of optional electric programs.

Regional Platforms:

In 2017, the alliance will continue to develop regional platforms identified in NEEA's 2015-19 business plan, namely the Retail Platform and Upstream Lighting Platform. Key components of the platforms are strategic partnerships, repeatable processes, and data.

Over time, platforms enable greater market influence and energy savings. As more initiatives and programs are able to use and expand the components of the platform, investment decreases relative to increasing benefits.

Strategic partnerships lead to greater market influence, repeatable processes lead to greater speed to market for products, and more data enables better data analytics and market intelligence.



Additional 2017 Activities:

