

December 6, 2006

VIA HAND DELIVERY & ELECTRONIC MAIL

Luly E. Massaro, Commission Clerk
Rhode Island Public Utilities Commission
89 Jefferson Boulevard
Warwick, RI 02888

**RE: Docket 3779 – Electric Demand-Side Management (“DSM”) Programs for 2007
Presentation for DSM Technical Session on 12/8/2006**

Dear Ms. Massaro:

Enclosed please find ten (10) copies of the 2007 Electric Demand-Side Management Programs presentation to be discussed at the technical conference scheduled for Friday, December 8, 2006, in the above-captioned proceeding.

Thank you for your attention to this transmittal. If you have any questions regarding this presentation prior to the technical conference, please feel free to contact me at (401) 784-7667.

Very truly yours,



Laura S. Olton

Enclosures

cc: Docket 3701 Service List (w/enclosures)
RI Collaborative Members

2007 Electric Demand-Side Management Programs

Docket No. 3779

Technical Session

December 8, 2006

Agenda

1. Introductions (Laura Olton)
2. Background and Overview of the Settlement (Jeremy Newberger)
3. Programs for Business Customers and Related Performance Metrics (Michael McAteer)
4. Programs for Residential Customers and Related Performance Metrics (Laura McNaughton)
5. Shareholder Incentive Mechanism (Carol White)
6. Evaluation and Planning (Carol White)
7. Goals Review (Tim Woolf)
8. Discussion

Rhode Island 2007 Electric DSM Programs Settlement Overview

What is DSM?

- ◆ Demand Side Management is a set of actions electricity customers take to manage their energy use
- ◆ Demand Side Management Programs are typically designed to educate and provide incentives to residential, commercial, institutional, and industrial customers to improve energy efficiency
- ◆ National Grid has been offering DSM programs in Rhode Island since 1987

The Collaborative

- ◆ Collaborative process has proven to be an outstanding forum for active involvement from diverse parties who are all interested in energy efficiency
- ◆ The Collaborative aims to achieve a Settlement for the coming year's DSM plan
- ◆ Collaborative members— parties to the 2007 Settlement
 - ◆ Rhode Island Division of Public Utilities and Carriers (Division)
 - ◆ The Energy Council of Rhode Island (TEC-RI)
 - ◆ Rhode Island Office of Energy Resources (OER)
 - ◆ People's Power and Light (PP&L)
 - ◆ National Grid

Program Design Criteria

- ◆ ***Equity***– serve a large number and broad mix of Rhode Island customers
- ◆ ***Lost opportunities*** – influence energy efficiency decisions when customers replace failed equipment or construct new buildings
- ◆ ***Market transformation*** – increase energy efficiency by helping create markets for new technologies
- ◆ ***Cost effectiveness*** –maximize long term savings and be as cost effective as possible
- ◆ ***Reliability*** – support long term supply and distribution reliability objectives

Results since 1998

♦ Summary of Narragansett Electric's programs since 1998

	Implementation Expenses (\$000)	Annual Energy Savings (MWh)	Summer Capacity Savings (kW)	Number of Participants	Value Created (\$000)
Total 1998-2005	\$116,036	405,389	63,357	580,082	\$317,309
Avg 1998-2005	\$14,504	50,674	7,920	72,510	\$39,644

- ♦ Benefit Cost Ratio of 2.73
- ♦ Delivered cost of efficiency savings of 2.1 ¢/lifetime kWh
- ♦ Additional economic impact of \$13 million per year from employment and re-spending of efficiency savings
- ♦ Cumulative emissions reductions: about 223,000 tons CO₂, equivalent to permanently taking 5% of Rhode Island's cars off the road

Continuing for 2007

	Expenses	MWh Savings	kW Savings	Participants	Value
2007 Proposed	\$16,284	62,575	9,282	82,806	\$62,835

Key Areas of Focus for 2007

- ◆ Allocation of budget to respond to continuing high demand for energy efficiency services across all sectors
- ◆ Be aware of external influences, such as emerging ISO-NE capacity market and RI Comprehensive Energy Conservation, Efficiency, and Affordability Act of 2006
- ◆ Focus attention on comprehensive savings with emphasis on non-lighting measures in all sectors
- ◆ Change of filing timetable to allow for use of more recent information in goal setting process

Budget (Att. 7 p 2 of 2)

- ◆ Estimated funding of \$22.5 million
 - ◆ *Within \$100,000 of funding in 2006 True-Up*
 - ◆ *Funding includes expected revenue in 2007 from ISO-NE capacity market; inclusion supported by all parties*
- ◆ \$ 6,438,300 (29%) for Residential Programs
- ◆ \$ 4,342,000 (19%) for Small Business
- ◆ \$10,674,600 (47%) for Large C&I
- ◆ \$ 350,000 (2%) for Evaluation
- ◆ \$ 723,000 (3%) for Incentive

Shareholder Incentive

- ◆ Savings Incentive
 - ◆ No change to structure
- ◆ Performance Metrics
 - ◆ Five metrics proposed in 2007
 - ◆ Two metrics similar to 2006, three new

Schedule for 2007, from Settlement

- ◆ At least six Collaborative meetings
- ◆ Quarterly Status reports to Collaborative, including non-lighting savings
- ◆ 2006 Year End report by May 1, to include final 2007 metrics
- ◆ File 2008 plans by November 15, 2007

2007 Electric Energy Efficiency Programs for Business Customers

2007 Planning Builds on Mature Programs

◆ Large Business Programs:

➤ *Design 2000plus - New Construction*

- ✓ Installation of energy efficient equipment and systems for new construction, major renovations and replacement of failed equipment
- ✓ Comprehensiveness and optimized systems through technical assistance
- ✓ Incentives up to 80% of incremental costs

➤ *Energy Initiative - Retrofit*

- ✓ Targets energy efficient opportunities for existing buildings and equipment
- ✓ Replaces inefficient equipment or systems
- ✓ Reduces owners operating costs
- ✓ Incentives up to 45%

◆ Small Business Program:

- Retrofit lighting and other custom services
- For customers with monthly demand of 200 kilowatts or less/480,000 kilowatt-hours or less
 - ✓ Provides a free energy audit and recommendation for energy efficiency improvements
 - ✓ Incentives of up to 75% of the cost of the installation of better performing equipment
 - ✓ Offers financing of the remaining 25% balance – interest free for up to 24 months

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Design 2000_{plus} and Energy Initiative

◆ Objectives and Markets

- Improve **standard practice** design
- Expand **understanding** of design options
- Promote comprehensiveness and optimization of energy systems
- Offer **technical assistance** to designers, builders and owners
- Provide **incentives** to owners saving electrical energy

Programs Assist Market Transformation

- ◆ Moves the market toward energy efficient design and construction
- ◆ Sets stage for high performance buildings
- ◆ Delivers electric service in a more competitive and sustainable manner

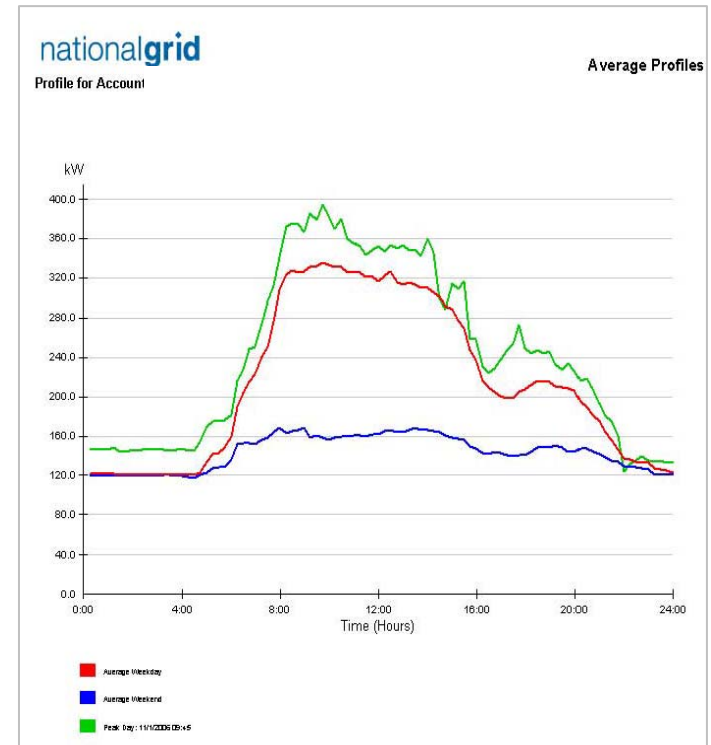
Benefits to Customers

- ◆ Lower operating costs help sustain operations
- ◆ Improved building performance for higher productivity
- ◆ Cash rebates reduce construction cost
- ◆ Added value enhances investment

Demand Response Services

Managing peak load may result in more stable delivery costs and moderate supply costs

- ◆ Provide up to 40 customers with Load Shed Audits
- ◆ Highlight and assist customers with most promising measures:
 - Building Energy Management Systems;
 - Daylight Dimming



2007 Whole Building Assessment

- ◆ Provide expert advice on ways to lower energy costs
- ◆ Identify and implement cost-effective and energy-efficient projects
- ◆ Promote use of EPA's Energy Performance Rating System for ongoing performance measurement
- ◆ Furnish written action plan with following up on recommendations and installation
- ◆ Track resource consumption and costs
- ◆ Stimulate resource efficiency interest among staff
- ◆ Compare facility energy use to that of similar facilities



Portsmouth Abbey School

A coeducational boarding and day school for students in grades 9-12. Founded in 1926 by the English Benedictine community, the school is located on a 500-acre campus along the picturesque shores of Narragansett Bay.



Whole Building Assessment :

- T8 High Energy Efficiency Lighting
- Wall mounted Occupancy Sensors
- Occupancy Sensors



Annual Energy Savings: \$16,535 or 118,110 kWh

Rebate: \$15,540

Cost of Measures Installed: \$45,243

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Retro-Commissioning – 2007 Enhancement

Continue to...

- ◆ Examine low cost/no cost measures
- ◆ Match the capital improvement effort
- ◆ Grow capable firms to deliver services
- ◆ ESCOs and control firms play a key part in the success of the retro-commissioning efforts



Early lessons

Energy efficiency opportunities (*low cost measures*)

Preventative maintenance and
pneumatic control devices

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Promoting High Performance Schools

- ◆ Continue to offer comprehensive technical assistance component for schools
- ◆ Strong Alliances –
 - ◆ High Performance School Working Group
 - ◆ Office of Energy Resources, RI Department of Education (RIDE), Association of School Committees, RISD, Kendal Foundation, NEEP and others
- ◆ Under the direction of RIDE, this working group is assisting in the development of new regulations for state assistance for energy efficient school construction; part of an effort to modernize the way the state compensates cities and towns for school needs.



Better Schools Provide Cities and Towns Value

- ◆ **The need** – A state of the art school building renovation utilizing high performance design principles
- ◆ **The solution** – An integrated approach utilizing computer modeling through the Comprehensive Design Approach Program
- ◆ **Preliminary Savings estimates**
 - 470,318 kWh per year or \$61,000 (@ \$0.13.kWh)
- ◆ **Project Summary**
 - High performance glazing
 - Optimized HVAC systems and advanced controls
 - High performance lighting systems with day lighting controls



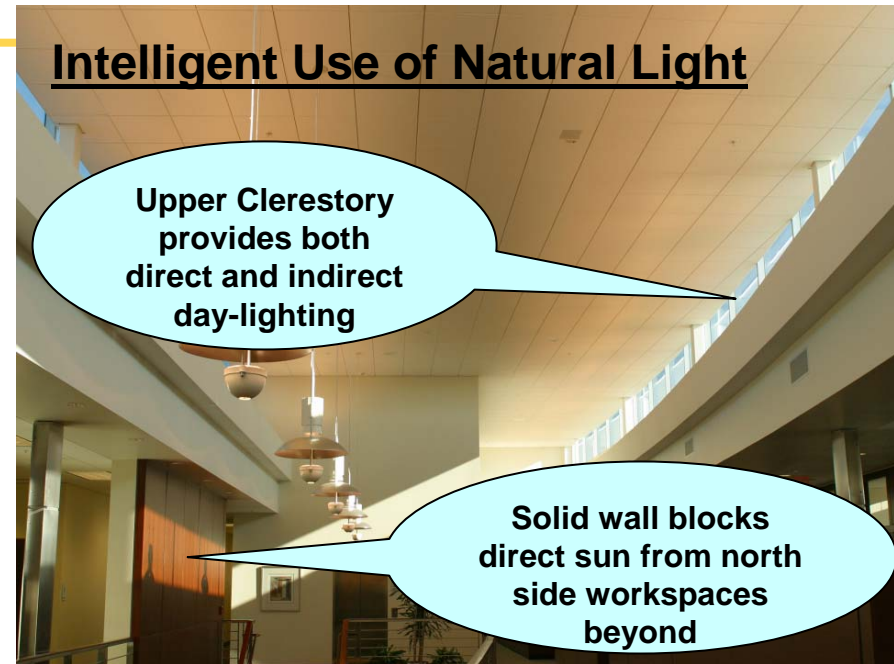
Providence Central High School



High Performance Lighting - Next Opportunity

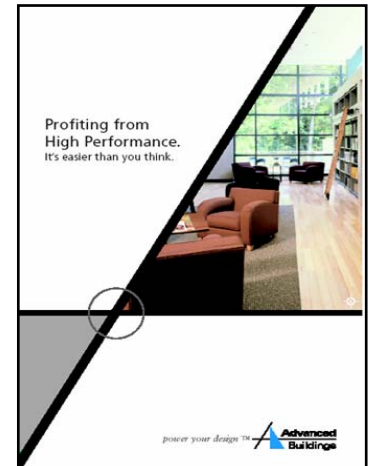
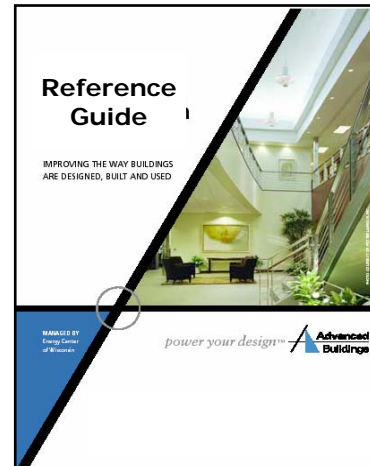
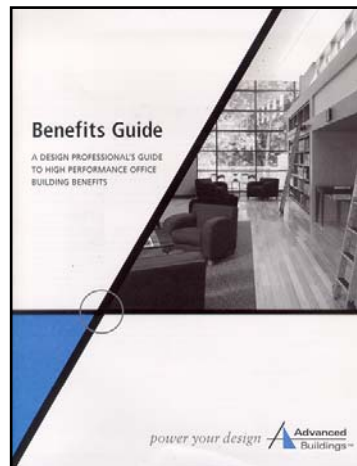
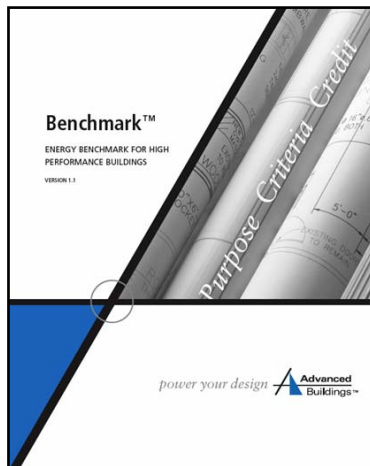
◆ High Performance Lighting

- Designlights™ knowhow™ guides for schools and office
- Circuit rider for architects, design engineers, and lighting distributors
 - ✓ Promote programs and act as a resource
- Possibility of providing a stocking incentive for distributors to stock fixtures with “High Performance T-8’s”
- *Adopt Performance lighting path for larger projects to help architects and engineers better understand lighting requirements in the RI State energy code.*



Benchmarking RI with Advanced Buildings

- ◆ For the “everyday” project
- ◆ Impressive 20-30% Energy Savings
- ◆ Small midsize buildings
- ◆ Improved Team Process
- ◆ National Program - Readily Attainable



Where is the Fit and What are the Advantages?

- 1) Pursuit of LEED
 - ◆ E&A Credits
 - ◆ Easy to follow
 - By design phase
 - By discipline
 - By building element
- 2) Intro to Sustainable design for RI Practitioners
- 3) No modeling (prescriptive approach - not exotic)



Rhode Island Activity

Fidelity Bank

Savings: 31%

Incremental Cost: \$100,622



2006 Education Programs

- ◆ Full Training at Brown (53 attendees)
- ◆ Lunch and Learns
 - ◆ Vision 3, Newport Collaborative, Durkee Brown (55 attendees)

Projects under development

- ◆ New England Tech Library, Providence
- ◆ Brown University, 145 Angel Street
- ◆ Children and Family Services, Middletown

Fidelity Investments – Customer Profile

- ◆ Design 2000_{plus}
 - Comprehensive Design Approach
- ◆ Efficiency Measures include:
 - Indirect Lighting
 - Low Temp Air Dist
 - High Performance Glass and Daylight Dimming

Annual Energy Savings: \$27,000 or 388,000 kWh

Rebate: \$217,000 with 1 year payback

Incremental Cost: \$245,000



Small Business Services

Efficiency Measures include:

- Energy Efficient Cooler Controls
- Freezer Door Heater Controls

- ◆ Annual Cost Savings: \$2,785
- ◆ Annual Energy Savings: 29,012 kWh
- ◆ Program Payment: \$9,387



Chinese American Mini Market

2007 Commercial Metrics

Achieve Savings Beyond Prescriptive Lighting

- ◆ Encourage Comprehensive Treatment in Energy Initiative by targeting minimum of 24% funding for subprograms other than prescriptive lighting



2007 Commercial Metrics

High Performance Schools



- ◆ Company will contract for new public or private school projects through Design 2000*plus* to provide full incremental cost for high performance design and construction practices with special focus on high quality energy efficiency lighting.
- ◆ Target set for 2 schools more than in 2006

2007 Commercial Metrics

Comprehensiveness in Small Business installations



- ◆ Company will target implementation of other electrical efficiency opportunities beyond lighting and refrigeration retrofits to small business customers.
- ◆ Target set for 6 percentage greater MWh savings from completed measures other than prescriptive lighting and refrigeration than achieved in 2006

2007 and Beyond

- ◆ Governor Carcieri Executive Order requires RI state new construction buildings to meet high performance energy and environmental standards compliant with the USGBC LEED rating system
- ◆ Advance Intelligent Lighting Systems for Increased Savings
- ◆ Educate Design Community on Better Performing Buildings
- ◆ Support Better Energy, Environmental and Sustainable Building Standards - Green Design
- ◆ Prepare for Integration of Gas Efficiency Opportunities

2007 Electric Energy Efficiency Services for Residential Customers

Residential Energy Efficiency Programs

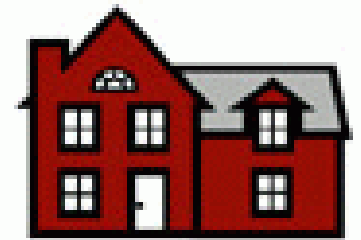
- ◆ EnergyWise Program
- ◆ Single Family Low Income Services
- ◆ ENERGY STAR Appliances
- ◆ ENERGY STAR Heating Program
- ◆ ENERGY STAR Central Air Conditioning
- ◆ ENERGY STAR Lighting
- ◆ ENERGY STAR Homes
- ◆ Energy Efficiency Education



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Low Income Services

- ♦ EnergyWise program
 - ♦ Multifamily buildings
 - ♦ Any subsidized or Public Housing Authority
- ♦ Single Family Low Income Services
 - ♦ Customers in 1-4 unit buildings
 - ♦ Eligible for Fuel Assistance
 - ♦ Appliance Management Program Services
 - ♦ Weatherization, Insulation, Heating Systems
- ♦ ENERGY STAR Homes
 - ♦ Any subsidized development



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Spending and **Participation**-Low Income Services 2007 and Previous Years

Program	2007 Projected	Percentage Of Total 2007 Budget	2002-2005
Single Family Low Income Services	\$1,953,274 1,180	100%	\$4,317,246 3,289
EnergyWise	\$455,000 779	15%	\$2,841,857 8,096
ENERGY STAR Homes	\$286,000 90	40%	\$1,046,608 494

Energy Wise Program



Free “Home Performance with ENERGY STAR” energy audit , lighting & refrigerators upgrades

- ◆ 1-4 unit buildings
- ◆ Multifamily (copayments waived for low income)

Serve 4,965 customers

EPACT 10% tax credit up to \$500

Electric homes

- ◆ 75% rebate insulation

Loan program – 1& 2 unit homes

- ◆ 6% loans for insulation
- ◆ Adjusted interest rate & no loans for windows and doors

Single Family Low Income Services

- ♦ The budget funds Office of Energy Resources and Community Action Program agencies to deliver the program
- ♦ The program saves participating households an average \$100 per year in electricity costs
- ♦ Low Income customers also may be eligible for free insulation, weatherization, and heating system replacement
- ♦ Serve 1,180 customers



ENERGY STAR Appliances

- ◆ National Grid has joined forces with the Department of Energy (DOE) and Environmental Protection Agency (EPA) to promote the ENERGY STAR label
- ◆ The ENERGY STAR label is the national symbol for energy efficiency. Look for the label to save energy, money, and reduce air pollution in home appliances, office equipment, homes and more.
- ◆ www.myenergystar.com
- ◆ Coordinated with regional and national efforts
- ◆ 71% of consumers in our area are aware of ENERGY STAR by national survey, increasing each year



ENERGY STAR Appliances

- ◆ Clothes washer rebate of \$25
 - ◆ \$100 in 2002
 - ◆ 39% market share (36%USA)
 - ◆ Higher standard for 2007
- ◆ Room Air Conditioner rebate of \$20
 - ◆ 61% market share (52% USA)



ENERGY
STAR
PARTNER

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ENERGY STAR HEATING SYSTEMS

- ♦ Rebates available on high efficiency heating systems,
- ♦ In cooperation with the Rhode Island Office of Energy Resources
- ♦ \$200 Electric rebate for ECM motors on gas systems
- ♦ Serve 580
- ♦ \$200 rebate for oil heating system with ECM motor
 - ♦ Down from \$500 in 2003
 - ♦ AFUE 85-90%
- ♦ \$25 ENERGY STAR Tstat
- ♦ 2005 Federal Energy Policy Act
 - ♦ 10% tax credit up to \$500



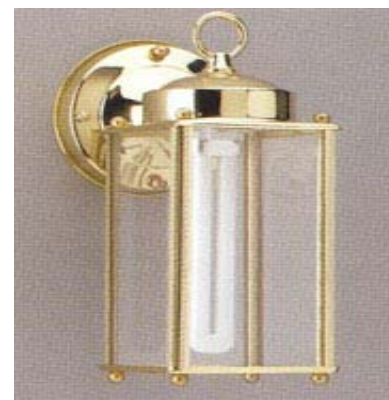
ENERGY STAR Central Air Conditioning

- ◆ Serve 268 customers
- ◆ Rebates \$300 on equipment SEER 14+
- ◆ Incentives for Quality
- ◆ Tune-ups for existing
- ◆ 2005 EPA Tax Credit
- ◆ Ductless mini-splits eligible



ENERGY STAR – Residential Lighting

- ♦ Instant rebate coupons for bulbs (\$2) and fixtures (up to \$20) are available to participating retailers.
- ♦ Many stores have direct buy-downs where no rebate coupon is needed
- ♦ A single 20 watt ENERGY STAR bulb will save \$50 over it's lifetime. It has the same light output as a 75 watt incandescent.
- ♦ Also available through mail order and internet 800-473-9150
- ♦ www.myenergystar.com
- ♦ Change A Light, Change the World
- ♦ Increase torchiere rebate from \$15 to \$20



ENERGY STAR Homes – New Construction

- ◆ Updated national program to reflect improvements in standard building practices
- ◆ Increase incentives up to \$2,000
- ◆ Provide “Codes Plus” Incentives
 - ◆ Appliances - \$500
 - ◆ Thermal - \$1,500
 - ◆ HVAC - \$1,500



Energy Efficiency Education

- ◆ NEED: National Energy Education Development Project – kits & curriculum
- ◆ ENERGY STAR Homes Vocational Schools: train students to build ENERGY STAR homes, community partnerships
- ◆ Public Education Initiative

2007 Residential Metrics

- ◆ Increase ENERGY STAR Homes permits signed by 3% from 2006
- ◆ Achieve target MWh savings from programs other than Residential Lighting

2007 Shareholder Incentive Mechanism

Target Shareholder Incentive - 2007

- ◆ Target Incentive in 2007: \$722,958 (4.4% of eligible spending budget)
- ◆ Two Components:
 1. Performance-Based Metrics (\$100K)
 2. Annual kWh savings targets by sector (\$623K)

Performance-Based Metrics

- ◆ \$20K tied to achievement of each proposed metric
 - Residential Sector - 2 metrics
 - Small Business Sector - 1 metric
 - Large Business Sector - 2 metrics
- ◆ Threshold performance must be achieved before the Company can earn a reward for its performance.
- ◆ Interim performance levels and rewards below the target level of performance are defined for each metric.

Shareholder Incentive – Savings

- ◆ Sector-specific targets for annual kWh savings
- ◆ Threshold achievement required - Achieved sector savings must exceed 60% of the annual savings goal or no incentive is earned.
- ◆ Once the threshold level of performance is achieved for the sector, the Company earns an incentive on each kWh saved up to 125% of the target savings for the sector.

Evaluation and Planning

Why Evaluate EE Programs?

- ◆ Identify program enhancements/Inform program design
- ◆ Independently verify savings (kWh and kW)
- ◆ Inform the goals development process

Potential Evaluation Issues – Transition to Forward Capacity Market (FCM) and FCM

- ◆ During the transition to the FCM, Commission-approved Monitoring & Verification (M&V) plan is required before National Grid may submit demand savings from program efforts to the ISO for payment.
- ◆ ISO-NE's M&V requirements in the FCM may differ from current practice in Rhode Island.
- ◆ Anticipate increased focus on measuring demand savings, regional M&V efforts.



Synapse
Energy Economics, Inc.

National Grid 2007 DSM Programs: Review of Electric Energy Savings Goals

Technical Session before the
Rhode Island Public Utilities Commission

December 8, 2006
Presented by Tim Woolf

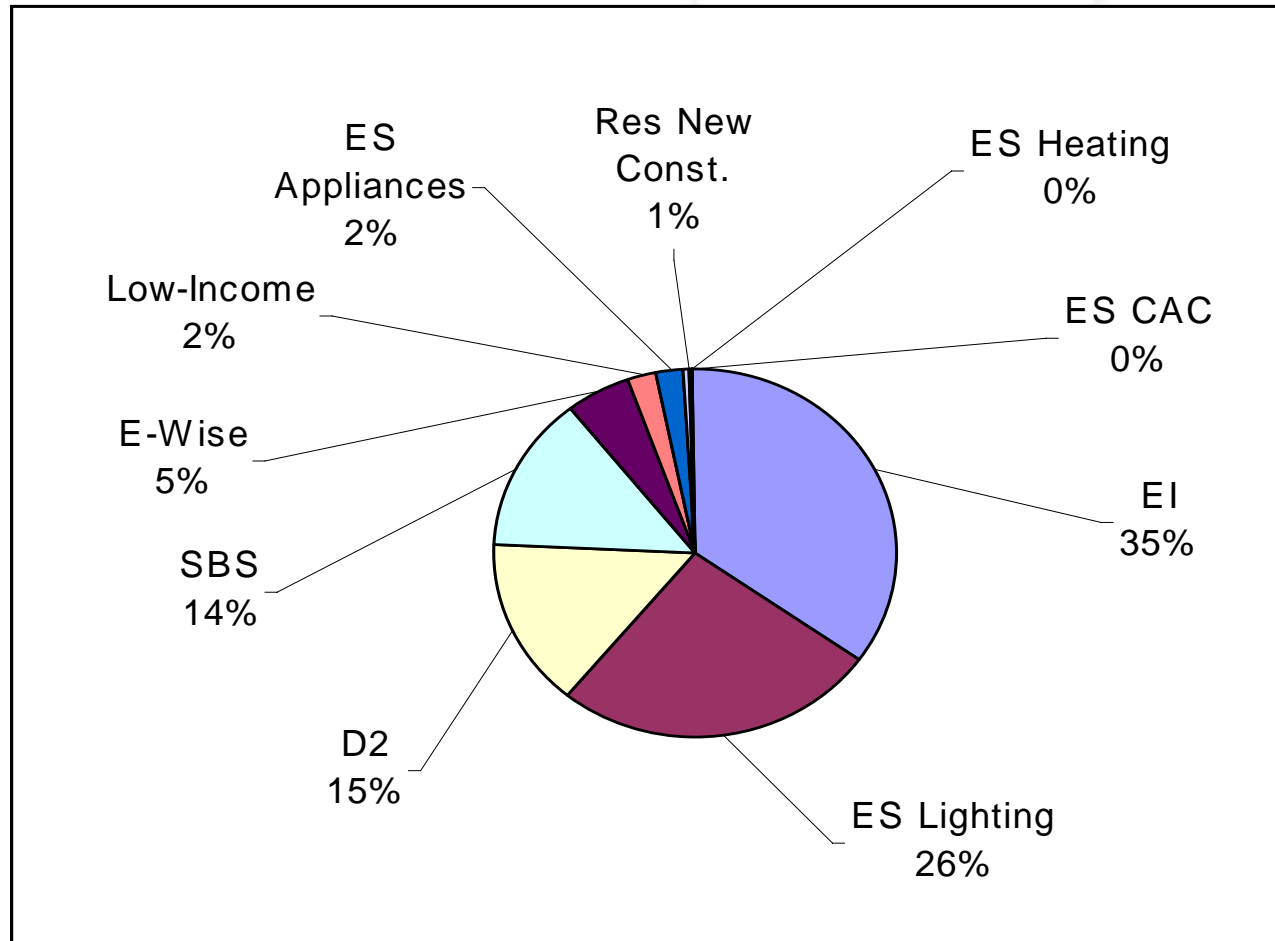
Reasons for Reviewing Savings Goals

- To ensure that 2007 efficiency programs are saving an appropriate amount of energy.
- To assess how program changes might affect energy savings.
- To compare 2007 efficiency programs with performance of previous years.
- To ensure that the shareholder incentive based on kWh savings is set at an appropriate level.
- To check whether performance metrics are achieving desired objectives.

Energy Savings Goals for 2007 (MWh)

Program:	2006 True-Up	2007 Plan	Difference
Design 2000	9,625	9,453	-172
Energy Initiative	24,538	21,944	-2,594
Small Business	8,234	8,683	450
Low-Income Services	1,038	1,393	355
EnergyWise	3,587	3,241	-345
ENERGY STAR Appliances	924	1,288	365
ENERGY STAR Lighting	13,640	15,966	2,326
ENERGY STAR Heating	10	70	60
ENERGY STAR Central AC	58	42	-16
New Construction	774	495	-279
Total	62,427	62,575	149

Program Energy Savings: Proportion of Total



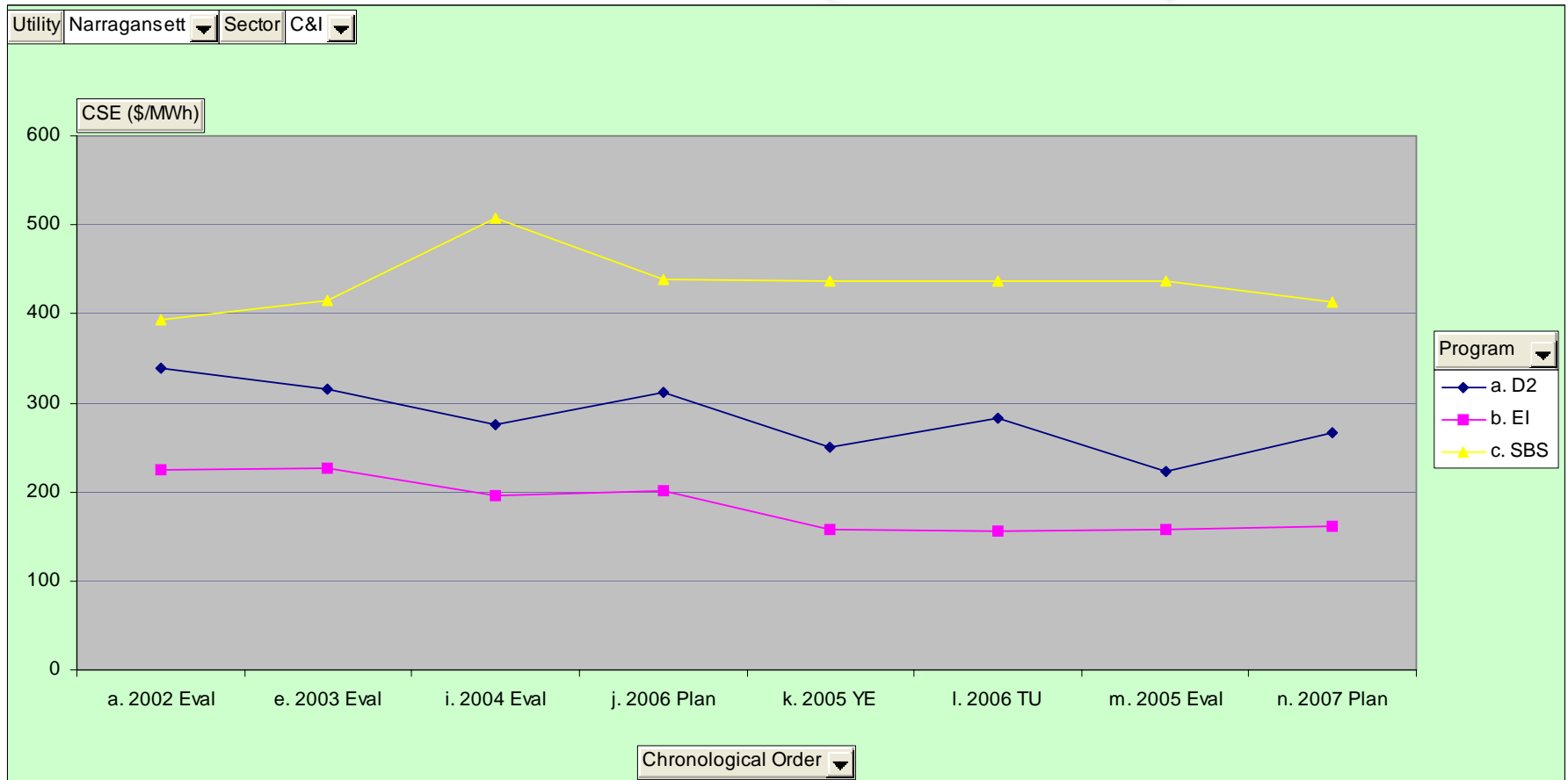
Cost of Saved Energy as a Benchmark

- Cost of saved (\$/MWh) energy is derived by dividing the annual program budget by the annual program energy savings (MWh) goal.
- Cost of saved energy provides a benchmark goal that normalizes for different program budgets.
- Cost of saved energy provides a benchmark goal for comparing programs with each other and over time.
- If the cost of saved energy declines over time, then the programs are getting more “bang for the buck.”
- If the cost of saved energy increases or decreases significantly over time, there should be a good reason for it.

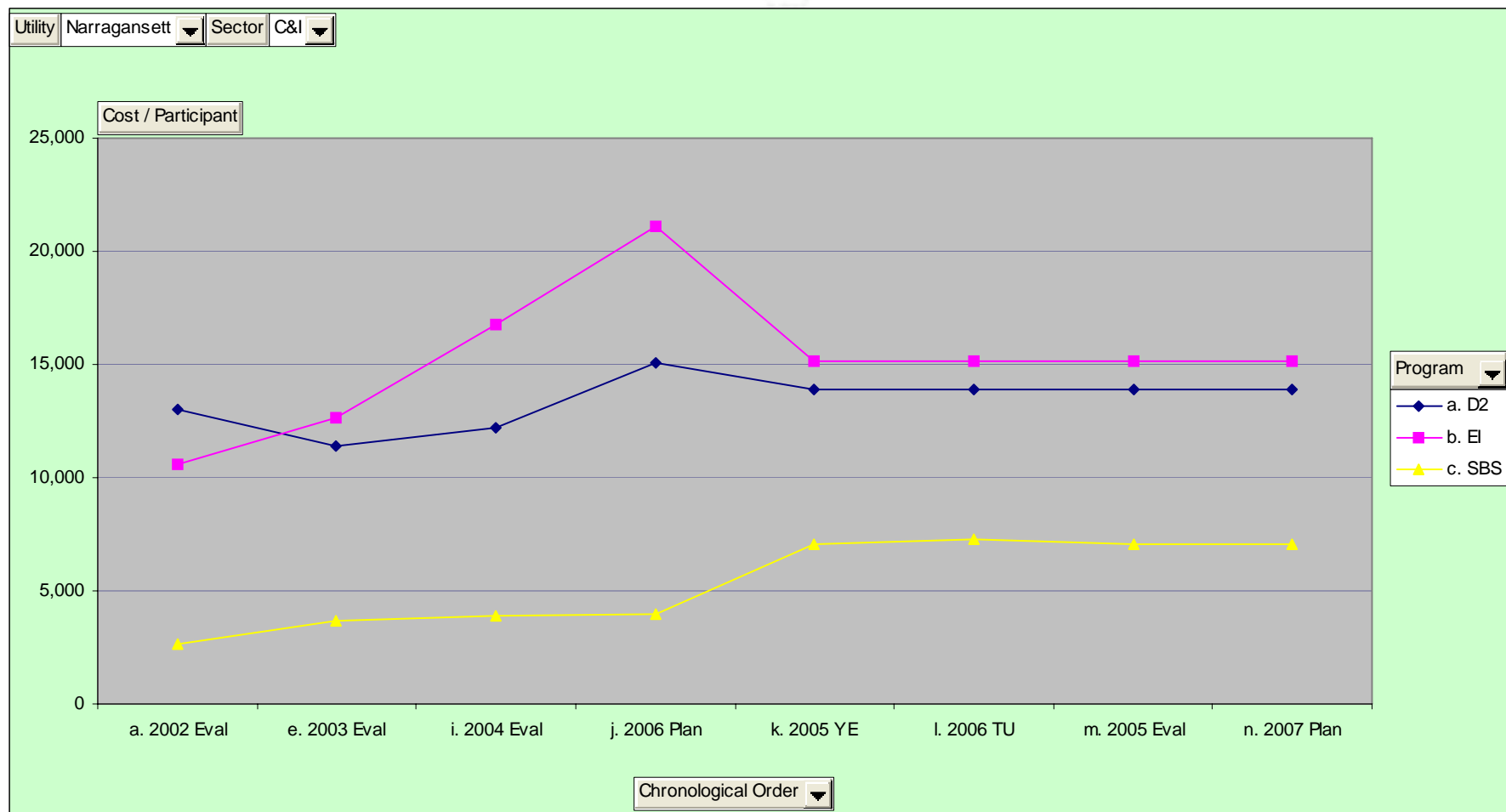
Goals Review: Additional Indicators

- If the cost of saved energy is higher (or lower) than in recent years, then additional indicators can be used to explain why.
- Cost per participant indicates the average cost incurred to serve each participant, in each program.
- Savings per participant indicates the average energy savings (kWh) for each participant, in each program.
- These indicators may change over time, based on program design changes.
- If indicators change in unexpected ways, then the Company investigates and explains why.

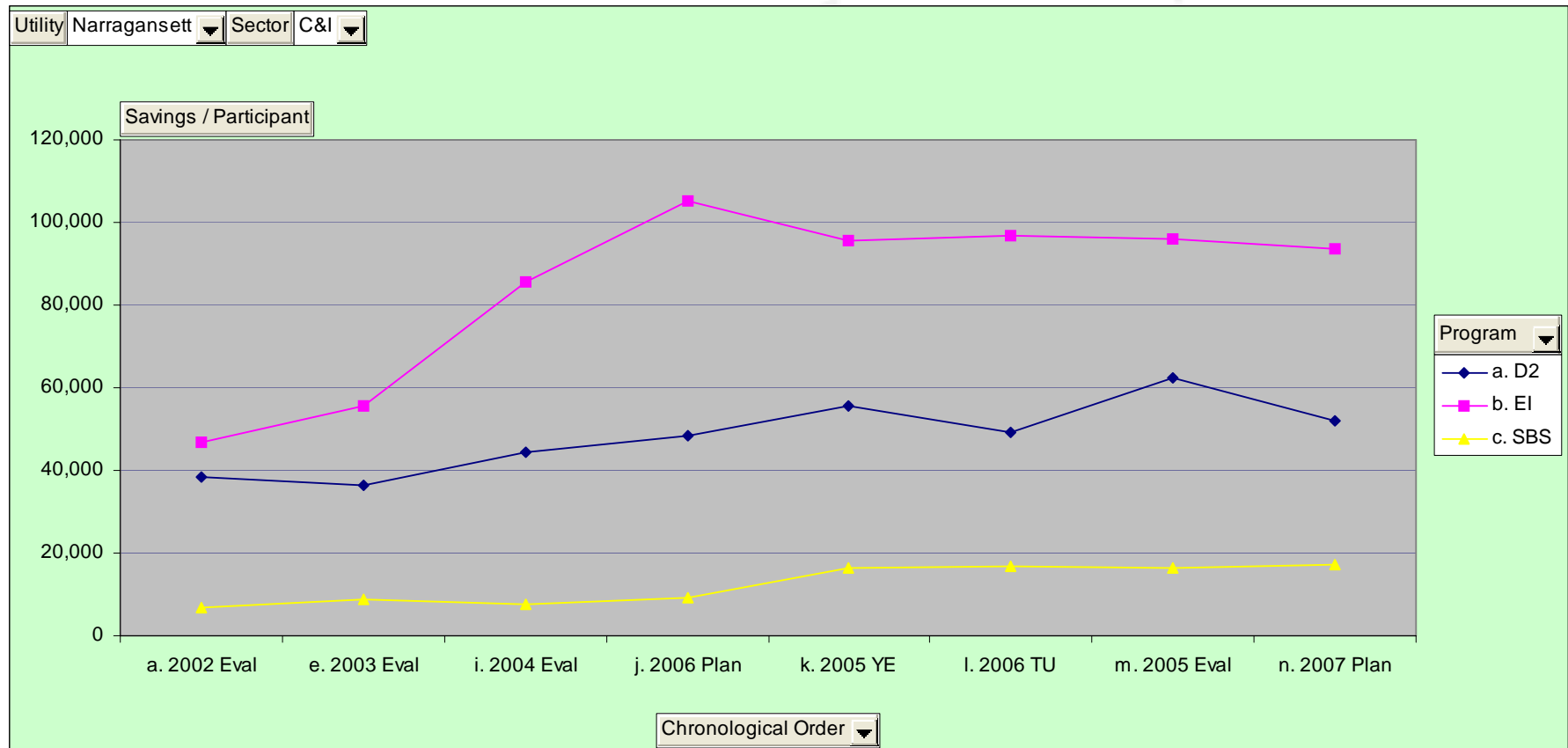
C&I Programs: Cost of Saved Energy (\$/MWh)



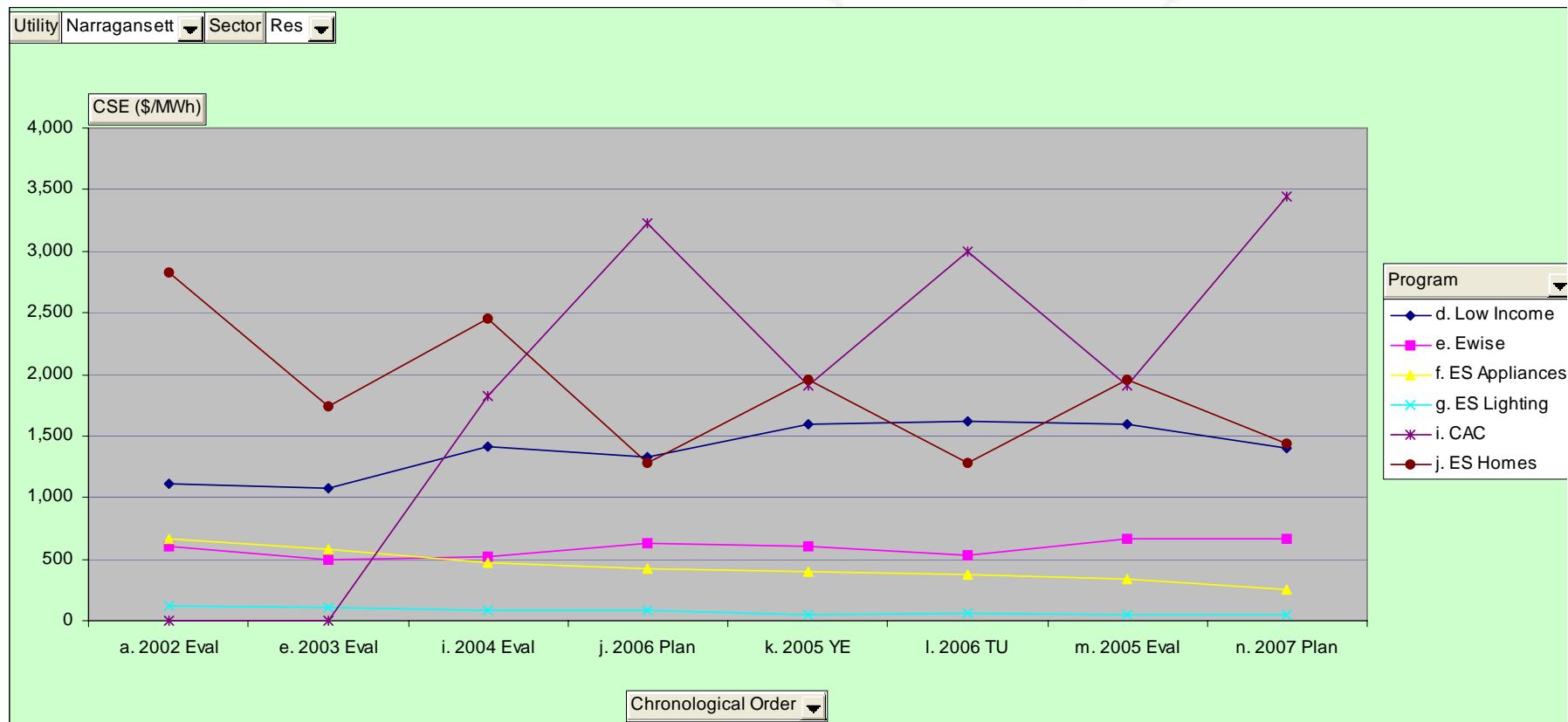
C&I Programs: Cost Per Participant (\$)



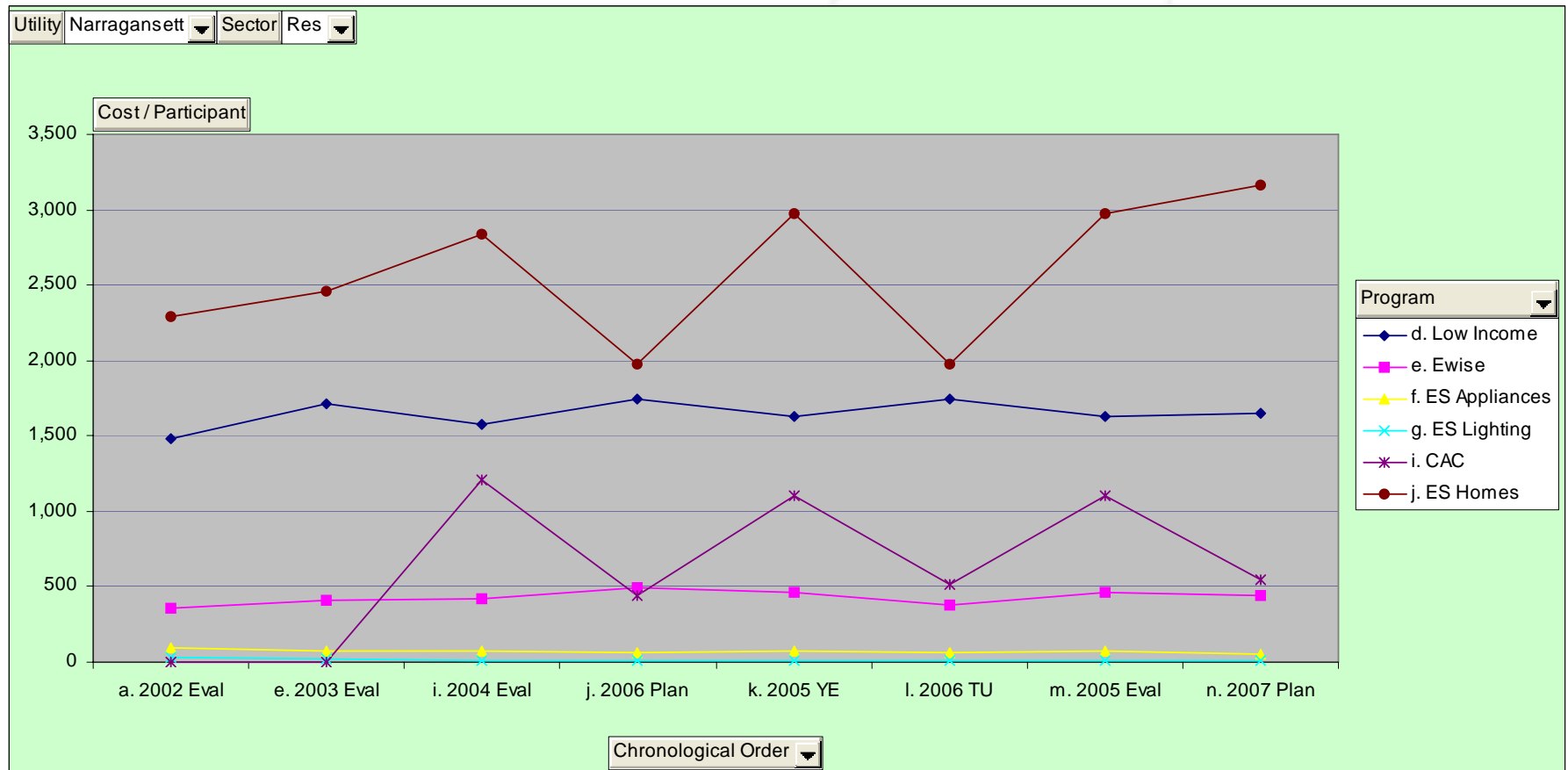
C&I Programs: Savings Per Participant (kWh)



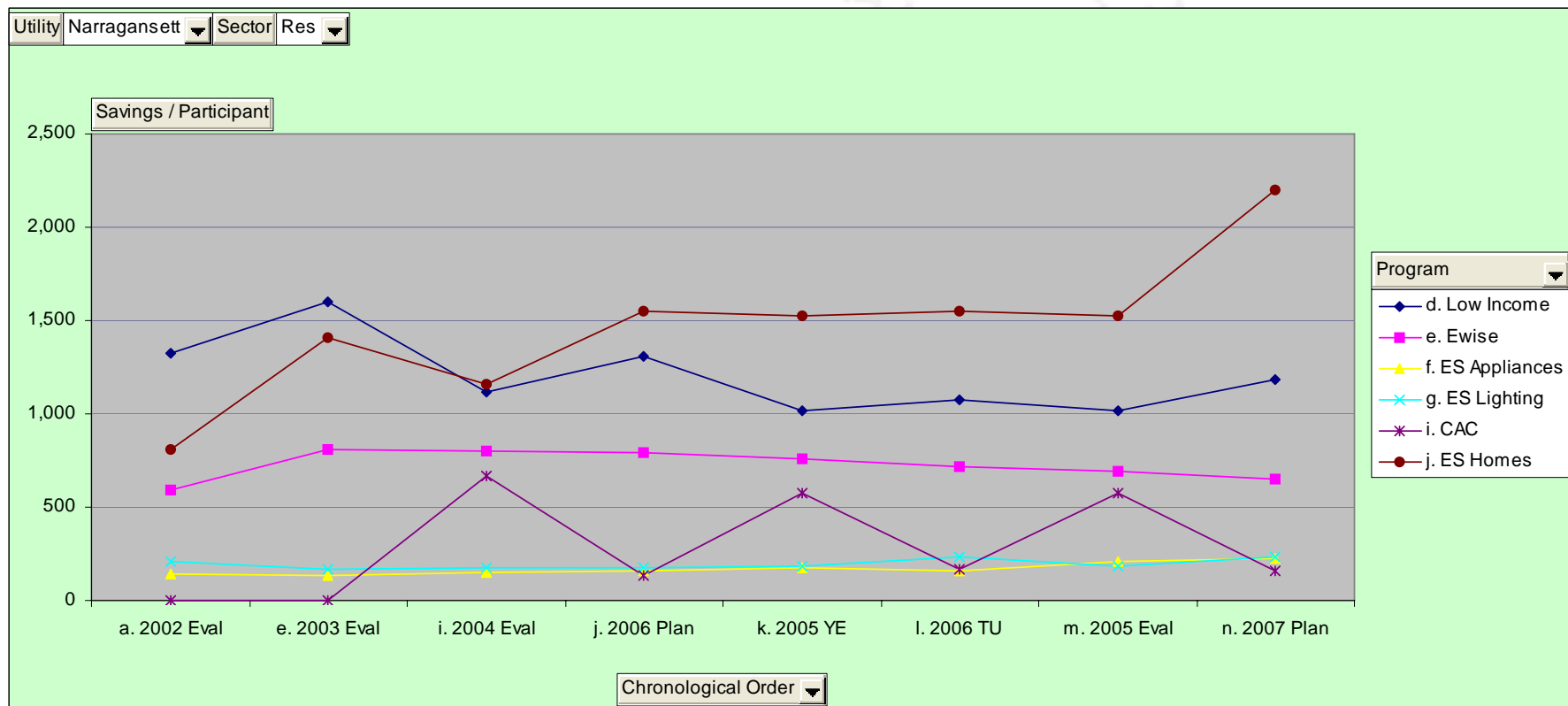
Residential Programs: Cost of Saved Energy (\$/MWh)



Residential Programs: Cost Per Participant (\$)



Residential Programs: Savings Per Participant (kWh)



Role of Lighting in the Measure Mix

- Energy savings from lighting measures typically cost much less than energy savings from other measures.
- This raises a concern that the kWh performance incentive encourages the Company to increase the amount of lighting measures, at the expense of non-lighting measures.
- Collaborative members agreed to include performance-based metrics to preserve the amount of non-lighting energy savings.
- Collaborative members agreed to continue to monitor the measure mix over time.

General Conclusions

- Most of the programs with the largest amount of energy savings (ES Lighting, Energy Initiative, Small Business Services) have relatively stable costs of saved energy.
- Most programs cost of saved energy remained roughly constant or declined slightly from 2005 & 2006 to 2007.
- Those programs where the cost of saved energy increased from 2005 & 2006 to 2007 had good reasons for doing so.
- The energy savings goals are appropriate, relative to historic performance and current program designs.
- The Collaborative should continue to monitor measure mix in setting future energy savings goals.

Certificate of Service

I hereby certify that a copy of the cover letter and accompanying material(s) have been hand-delivered or sent via UPS Overnight mail to the individuals listed below.



Joanne M. Scanlon
National Grid

December 6, 2006
Date

Narragansett Electric Co. – 2006 Demand Side Management – Dkt. 3701
Service list as of 4/13/06

Name/Address	E-mail Distribution List	Phone/FAX
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	Amy.rabinowitz@us.ngrid.com	
	Thomas.robinson@us.ngrid.com	
	David.jacobson@us.ngrid.com	
	Joanne.scanlon@us.ngrid.com	
William Lueker, Esq. Dept. of Attorney General 150 South Main St. Providence RI 02903	Wlueker@riag.state.ri.us	401-222-2424 ext. 2299 401-222-3016
	David.stearns@ripuc.state.ri.us	
	Al.contente@ripuc.state.ri.us	
John Farley, Executive Director The Energy Council of RI One Richmond Square Suite 340D Providence, RI 02906	jfarley316@hotmail.com	401-621-2240 401-621-2260
Janice McClanaghan Dept. of Administration - Energy Office One Capitol Hill Providence RI 02908	JaniceM@gw.doa.state.ri.us	401-222-3370 ext. 109
Karina Lutz Director of Development and Advocacy Energy Consumers Alliance of NE dba People's Power & Light 17 Gordon Ave. Providence, RI 02905	karina@ripower.org	401-861-6111 x151 401-861-6115
Tim Woolf, Vice President Synapse Energy Economics 22 Pearl Street Cambridge, MA 02139	twoolf@synapse-energy.com	617-661-3248 617-661-0599
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