

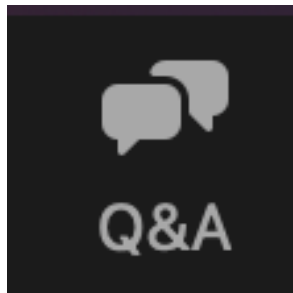


2024 Mass Save Business Partner Event

February 5, 2024

We look forward to hearing from you

Please put all your questions into the questions section with this icon.



Agenda



General Session

Keynote Speaker & Mass Save Updates



Breakout Sessions #1

Working with the Programs & the Future of Natural Gas



Breakout Session #2

Electrification & Building Management Systems and Commissioning



Breakout Sessions #3

Weatherization, Lighting Controls, & Industrial Projects



Feedback & Networking

Roundtables & Networking

Incredible impacts are being delivered to our customers



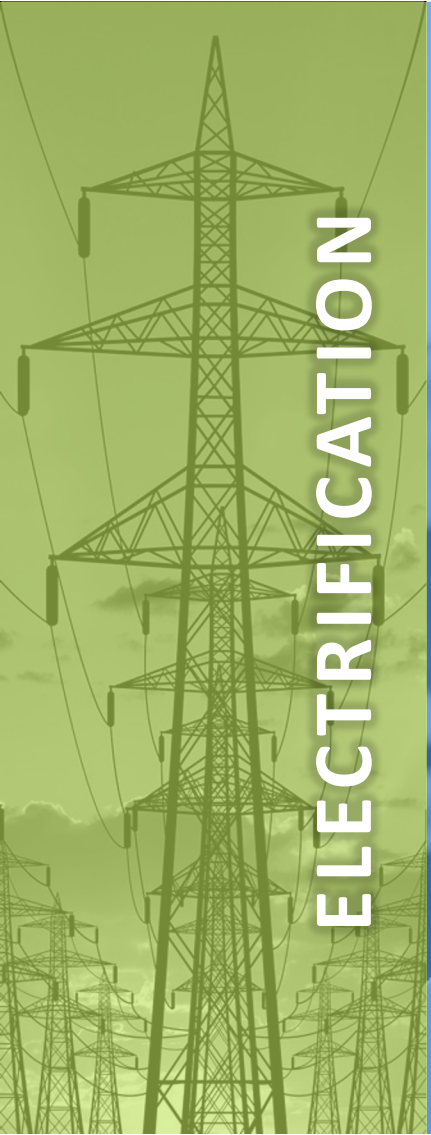
Almost
30,000 C&I
customers
participated in
the Program



Over 4,200
lighting
controls
projects



93 MW of peak
load reduction
through
Connected
Solutions



ELECTRIFICATION



EQUITY



TRADITIONAL MEASURES



WORKFORCE DEVELOPMENT



SMALL BUSINESS



WEATHERIZATION

WE ARE MASS SAVE®:



Success in 2023

Electrification

"To me, heat pumps are a better solution that's more efficient, more attractive, and will give us the results we want."

- Joe Lischinsky,
Owner,
Safe Harbor Martial Arts and More

Equity

Completed over 90 Main Street events in 2023.

Targeted environmental justice communities

Weatherization

Saw a 75% increase in Weatherization projects in 2023.

Largest growth was seen with the prescriptive rebate offer

Dr. George Westerman

- Senior Lecturer, MIT Sloan School of Management
- Author & published researcher
- Member of the Digital Strategy Roundtable for the US Library of Congress
- Advisor to the World Health Organization Academy
- Focused on helping employers, educators, and other groups to rethink the process of workforce learning



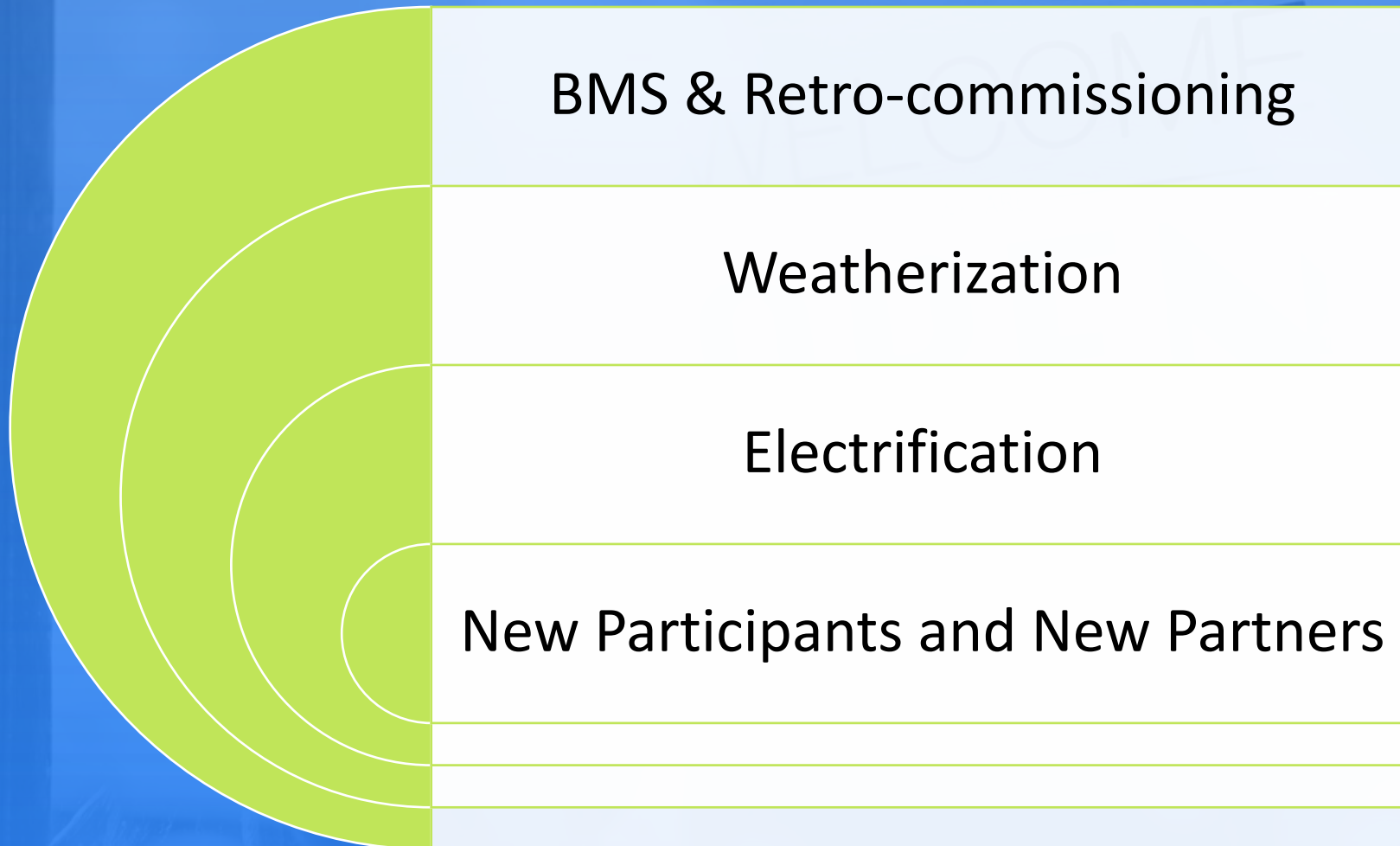


2024 Updates

WE ARE MASS SAVE®:



Not your grandparents' Mass Save program



Making it easier to work with us!

New online tools and resources:



- Find Your Sponsor Tool: MassSave.com/find-your-sponsor



- Summary of all rebates: MassSave.com/BusinessRebates



- Trade partners web page newly launched: MassSave.com/trade-partners

Interact with us today

- Sessions with content shared differently than previous years
- Interactive networking session to meet other partners to help expand your business
- Interactive session to meet the Mass Save Sponsors, learn about our new online tools, and ask questions
- Interactive session for new partners to learn more about how to work with the Sponsors

Use the Lobby Feature in Zoom



You can navigate to the breakout sessions and feedback sessions by visiting the Lobby in Zoom.

2024 Mass Save Business Partner Event • February 05

Lobby **Sessions** Session Expo Speakers Attendees

10 : 12 : 57 : 44
DAYS HOURS MINUTES SECONDS

mass save 2024 BUSINESS PARTNER EVENT

WE ARE MASS SAVE:
Berkshire Gas EVERSOURCE Liberty nationalgrid Unitil

Speakers [See All \(10\) >](#)

Dr. George Westerman
Senior Lecturer
MIT Sloan School of Management

Jenn Sylvester
Manager, Trade Network Partnership...
National Grid

Ryan Willingham
Senior Energy Efficiency Consultant
Eversource

Jim Piermarini
Supervisor, Energy Efficiency Initiativ...
Eversource

What's your mood today?
Feeling Social

2025-2027 Plan

- Focus on Retro-commissioning and Building Management Systems
- Reducing EUI in preparation for electrification
- Building a flexible load through Active Demand Response
- Electrification
- Weatherization



We look forward to interacting with you all today!

#2024MassSaveBusinessPartnerEvent

Enjoy the event.

WE ARE MASS SAVE®:



EVERSOURCE



nationalgrid

