

REGION	APPENDIX B - NATURAL GAS EFFICIENCY PROGRAM EXPENDITURES AND BUDGETS BY REGION													
	2019 EXPENDITURES AND 2020 BUDGETS													
	A. RESIDENTIAL		B. LOW INCOME		C. MULTI FAMILY		D. COMMERCIAL		E. INDUSTRIAL		G. OTHER		PROGRAMS TOTAL (A + B + C + D + E + F)	
	2019 Expenditures	2020 Budget	2019 Expenditures	2020 Budget	2019 Expenditures	2020 Budget	2019 Expenditures	2020 Budget	2019 Expenditures	2020 Budget	2019 Expenditures	2020 Budget	2019 Expenditures	2020 Budget
NORTHEAST	\$ 318,771,538	\$ 327,676,683	\$ 119,929,045	\$ 138,592,922	\$ 46,048,892	\$ 35,306,334	\$ 114,631,852	\$ 177,364,091	\$ 3,703,306	\$ 3,381,773	\$ 20,967,568	\$ 78,509,311	\$ 624,052,202	\$ 760,831,114
MIDWEST	\$ 151,746,459	\$ 129,451,846	\$ 90,298,751	\$ 85,682,413	\$ 10,169,949	\$ 5,076,442	\$ 82,546,030	\$ 90,999,819	\$ 1,690,690	\$ 2,142,742	\$ 32,084,143	\$ 41,647,855	\$ 368,536,021	\$ 355,001,117
SOUTH	\$ 64,087,531	\$ 58,071,475	\$ 9,429,881	\$ 5,784,308	\$ 55,799	\$ 51,131	\$ 13,478,206	\$ 15,165,747	\$ 2,072,933	\$ 1,890,712	\$ 4,692,212	\$ 4,097,066	\$ 93,816,562	\$ 85,060,440
WEST	\$ 121,406,093	\$ 108,824,049	\$ 199,947,452	\$ 225,181,473	\$ 23,027,085	\$ 14,624,711	\$ 70,627,239	\$ 72,307,940	\$ 15,876,994	\$ 33,446,299	\$ 60,891,759	\$ 71,184,338	\$ 491,776,622	\$ 525,568,810
UNITED STATES TOTAL	\$ 656,011,621	\$ 624,024,053	\$ 419,605,129	\$ 455,241,117	\$ 79,301,726	\$ 55,058,618	\$ 281,283,327	\$ 355,837,597	\$ 23,343,923	\$ 40,861,526	\$ 118,635,682	\$ 195,438,570	\$ 1,578,181,408	\$ 1,726,461,481
CANADA	\$ 74,957,213	\$ 47,547,749	\$ 36,344,254	\$ 35,346,542	\$ 1,158,601	\$ -	\$ 50,457,769	\$ 79,499,324	\$ 16,001,076	\$ 5,632,077	\$ 12,725,093	\$ 14,043,613	\$ 191,644,006	\$ 182,069,305
NORTH AMERICA	\$ 730,968,835	\$ 671,571,802	\$ 455,949,383	\$ 490,587,659	\$ 80,460,327	\$ 55,058,618	\$ 331,741,096	\$ 435,336,921	\$ 39,344,999	\$ 46,493,603	\$ 131,360,775	\$ 209,482,183	\$ 1,769,825,414	\$ 1,908,530,786

* This data stems from Natural Gas utility members that participated in the energy efficiency survey within a given state/region; not all utility EE programs that may be offered within the state/region.

** Utilities that were unable to participate in the 2020 survey but had participated in 2019, had prior year data incorporated for consistency.

*** G. Other includes combined C&I programs that were not able to get broken out.

APPENDIX C - NATURAL GAS EFFICIENCY PROGRAM EXPENDITURES BY ACTIVITY AND STATE
2020 State Efficiency Expenditures by Activity

STATE	A. ADMINISTRATIVE, MARKETING, OTHER IMPLEMENTATION COSTS	B. CUSTOMER INCENTIVES (Rebates, Loans & Other Financial Incentives)	C. EM&V AND SUPPORTING RESEARCH STUDIES	D. OTHER COSTS	PROGRAMS TOTAL (A+B+C+D)
ALABAMA	\$ -	\$ -	\$ -	\$ -	\$ -
ALASKA	\$ -	\$ -	\$ -	\$ -	\$ -
ARIZONA	\$ 358,484	\$ 4,763,970	\$ -	\$ 146,790	\$ 5,269,244
ARKANSAS	\$ 5,503,138	\$ 4,042,368	\$ 5,546,494	\$ 93,280	\$ 15,185,279
CALIFORNIA	\$ 190,097,349	\$ 50,633,379	\$ 4,728,193	\$ 2,420,480	\$ 247,879,402
COLORADO	\$ 8,794,977	\$ 15,240,823	\$ 1,813,631	\$ 26,495	\$ 25,875,926
CONNECTICUT	\$ 8,600,332	\$ 36,901,113	\$ 682,685	\$ 3,164,053	\$ 49,348,183
DELAWARE	\$ -	\$ -	\$ -	\$ -	\$ -
DISTRICT OF COLUMBIA	\$ 649,977	\$ 1,656,032	\$ -	\$ 1,229,591	\$ 3,535,600
FLORIDA	\$ 3,632,768	\$ 17,765,331	\$ -	\$ 80,193	\$ 21,478,292
GEORGIA	\$ -	\$ -	\$ -	\$ -	\$ -
HAWAII	\$ -	\$ -	\$ -	\$ -	\$ -
IDAHO	\$ 806,826	\$ 4,017,750	\$ 128,111	\$ 157,368	\$ 5,110,054
ILLINOIS	\$ 32,722,069	\$ 46,190,404	\$ 2,633,314	\$ 5,142,804	\$ 86,688,592
INDIANA	\$ 8,062,981	\$ 5,699,412	\$ 675,797	\$ -	\$ 14,438,190
IOWA	\$ 1,248,307	\$ 3,182,009	\$ 148,774	\$ 58,133	\$ 4,637,223
KANSAS	\$ -	\$ -	\$ -	\$ -	\$ -
KENTUCKY	\$ 263,312	\$ 175,931	\$ -	\$ -	\$ 439,243
LOUISIANA	\$ -	\$ -	\$ -	\$ -	\$ -
MAINE	\$ 292,254	\$ 998,797	\$ -	\$ -	\$ 1,291,051
MARYLAND	\$ 6,717,759	\$ 10,684,632	\$ 231,409	\$ -	\$ 17,633,800
MASSACHUSETTS	\$ 34,492,925	\$ 188,347,261	\$ 5,249,481	\$ 27,566,801	\$ 255,656,468
MICHIGAN	\$ 39,749,312	\$ 76,117,199	\$ 3,588,260	\$ 7,549,982	\$ 127,004,753
MINNESOTA	\$ 27,862,234	\$ 30,005,367	\$ 614,007	\$ 1,514,393	\$ 59,996,001
MISSISSIPPI	\$ 641,511	\$ 754,426	\$ 19,982	\$ -	\$ 1,415,918
MISSOURI	\$ 893,909	\$ 11,428,396	\$ 143,507	\$ 263,000	\$ 12,728,813
MONTANA	\$ 2,124,910	\$ 95,945	\$ -	\$ -	\$ 2,220,855
NEBRASKA	\$ -	\$ -	\$ -	\$ -	\$ -
NEVADA	\$ 678,551	\$ 150,967	\$ 15,171	\$ -	\$ 844,689
NEW HAMPSHIRE	\$ 1,175,952	\$ 9,015,993	\$ 355,433	\$ -	\$ 10,547,379
NEW JERSEY	\$ 26,236,537	\$ 125,294,694	\$ 1,530,327	\$ -	\$ 153,061,558
NEW MEXICO	\$ 3,097,825	\$ 3,464,728	\$ 105,804	\$ 93,163	\$ 6,761,520
NEW YORK	\$ 11,242,615	\$ 49,411,949	\$ 3,926,796	\$ 12,527,553	\$ 77,108,913
NORTH CAROLINA	\$ 513,941	\$ 716,200	\$ 44,859	\$ -	\$ 1,275,000
NORTH DAKOTA	\$ -	\$ -	\$ -	\$ -	\$ -
OHIO	\$ 6,739,552	\$ 7,141,958	\$ 151,392	\$ 27,620,062	\$ 41,652,964
OKLAHOMA	\$ 1,741,350	\$ 15,068,104	\$ 419,303	\$ -	\$ 17,228,757
OREGON	\$ 10,354,384	\$ 14,961,760	\$ -	\$ -	\$ 25,316,144
PENNSYLVANIA	\$ 8,841,708	\$ 5,847,738	\$ 104,481	\$ -	\$ 14,793,927
RHODE ISLAND	\$ 6,489,981	\$ 16,132,112	\$ 754,077	\$ 1,069,462	\$ 24,445,632
SOUTH CAROLINA	\$ 86,552	\$ 234,800	\$ 3,670	\$ -	\$ 325,022
SOUTH DAKOTA	\$ 38,275	\$ 713,580	\$ 1,799	\$ -	\$ 753,654
TENNESSEE	\$ -	\$ -	\$ -	\$ -	\$ -
TEXAS	\$ 1,007,917	\$ 3,820,727	\$ 27,665	\$ -	\$ 4,856,309
UTAH	\$ 5,025,634	\$ 23,510,065	\$ -	\$ -	\$ 28,535,699
VERMONT	\$ 866,819	\$ 1,648,584	\$ -	\$ -	\$ 2,515,403
VIRGINIA	\$ 592,820	\$ 269,063	\$ 64,225	\$ -	\$ 926,108
WASHINGTON	\$ 3,224,522	\$ 8,934,761	\$ 50,282	\$ 650,093	\$ 12,859,658
WEST VIRGINIA	\$ -	\$ -	\$ -	\$ -	\$ -
WISCONSIN	\$ 9,752,698	\$ 12,767,291	\$ 484,133	\$ -	\$ 23,004,122
WYOMING	\$ 222,642	\$ 369,291	\$ 24,500	\$ -	\$ 616,433
OTHER	\$ 1,743,566	\$ -	\$ -	\$ -	\$ 1,743,566
TOTAL	\$ 473,189,175	\$ 808,174,910	\$ 34,267,561	\$ 91,373,696	\$ 1,407,005,343

* States without 3 or more participating utilities were not included in this appendix as per the participation agreement to keep individual company data confidential.
** Utilities that were unable to participate in the 2020 survey but had participated in 2019, had prior year data incorporated for consistency.

APPENDIX D - NATURAL GAS EFFICIENCY PROGRAM EXPENDITURES BY ACTIVITY AND REGION					
2020 Regional Efficiency Expenditures by Activity					
REGION	A. ADMINISTRATIVE, MARKETING, OTHER IMPLEMENTATION COSTS	B. CUSTOMER INCENTIVES (Rebates, Loans & Other Financial Incentives)	C. EMBV AND SUPPORTING RESEARCH STUDIES	D. OTHER COSTS	PROGRAMS TOTAL (A+B+C+D)
NORTHEAST	\$98,239,122	\$433,998,242	\$12,603,280	\$44,377,869	\$588,768,514
MIDWEST	\$127,069,337	\$193,245,616	\$8,440,984	\$42,148,374	\$370,904,311
SOUTH	\$21,351,045	\$55,187,613	\$6,357,606	\$1,403,064	\$84,299,328
WEST	\$226,529,671	\$126,143,439	\$6,865,691	\$3,494,289	\$362,933,190
UNITED STATES	\$473,189,175	\$808,174,910	\$34,267,561	\$91,373,696	\$1,407,005,343
CANADA	\$31,645,347	\$128,024,895	\$4,059,140	\$1,876,559	\$165,555,941
NORTH AMERICA	\$504,834,522	\$936,199,805	\$38,326,701	\$93,250,256	\$1,572,561,284

* Utilities that were unable to participate in the 2020 survey but had participated in 2019, had prior year data incorporated for consistency.
** G. Other includes combined C&I programs that were not able to get broken out.

APPENDIX F - NATURAL GAS EFFICIENCY PROGRAM GROSS ENERGY SAVINGS BY REGION

2020 Energy Savings and Emissions by Region (Therms and Btu)

REGION	RESIDENTIAL	LOW INCOME	MULTI FAMILY	COMMERCIAL	INDUSTRIAL	OTHER	TOTAL ENERGY SAVINGS (THERM)	TOTAL ENERGY SAVINGS (TRILLION BTU)	CO2 EMISSIONS AVOIDED (METRIC TONS)	MILES DRIVEN BY AVERAGE PASSENGER VEHICLE	PASSENGER VEHICLES DRIVEN FOR ONE YEAR	HOMES' ENERGY USE FOR ONE YEAR
NORTHEAST	50,058,302	11,778,683	7,331,827	55,241,357	3,910,762	404,146	128,725,076	12.87	682,243	1,692,910,432	147,353	308,707
MIDWEST	33,535,893	4,791,811	6,403,818	64,052,451	-	1,980,473	110,764,445	11.08	587,052	1,456,703,623	126,793	265,634
SOUTH	8,561,448	527,338	69,817	8,325,217	147,959	-	17,631,779	1.76	93,448	231,881,960	20,183	42,284
WEST	18,140,493	1,508,004	928,374	11,344,159	11,126,365	23,416,417	66,463,812	6.65	352,258	874,089,829	76,082	159,393
CANADA	N/A	N/A	N/A	N/A	N/A	N/A	70,880,466.52	7.09	375,666	932,174,870	81,137	169,985
UNITED STATES	110,296,136	18,605,836	14,733,835	138,963,183	15,185,086	25,801,036	323,585,112	32.36	1,715,001	4,255,585,844	370,411	776,019
NORTH AMERICA	N/A	N/A	N/A	N/A	N/A	N/A	394,465,579	39.45	2,090,668	5,187,760,714	451,548	946,003

* Utilities that were unable to participate in the 2020 survey but had participated in 2019, had prior year data incorporated for consistency.

** G. Other includes combined C&I programs that were not able to get broken out.

*** CO2 emissions and equivalencies are calculated from the EPA Greenhouse Gas Equivalency Calculator <https://www.epa.gov/energy/greenhouse-gas-equivalencies-calculator>

APPENDIX G - NATURAL GAS EFFICIENCY PROGRAM ENERGY AND EMISSIONS SAVINGS BY STATE

2020 Greenhouse Gas (GHG) Savings

STATE	2020 Energy Savings (Therms)	2020 GHG Saved (Metric Tons)	Emissions Saved From X Miles Driven by an Average Vehicle	Emissions Saved From Keeping X Vehicles off the Road for One Year
ALABAMA	-	-	-	-
ALASKA	-	-	-	-
ARIZONA	2,577,200	13,659	33,893,696	2,950
ARKANSAS	6,373,291	33,778	83,817,475	7,296
CALIFORNIA	44,748,984	237,170	588,510,215	51,225
COLORADO	1,374,919	7,287	18,082,059	1,574
CONNECTICUT	4,064,219	21,540	53,450,027	4,652
DELAWARE	-	-	-	-
DISTRICT OF COLUMBIA	3,939,111	20,877	51,804,689	4,509
FLORIDA	702,577	3,724	9,239,846	804
GEORGIA	-	-	-	-
HAWAII	-	-	-	-
IDAHO	1,161,442	6,156	15,274,547	1,330
ILLINOIS	41,075,323	217,699	540,196,550	47,019
INDIANA	5,071,706	26,880	66,699,856	5,806
IOWA	1,439,446	7,629	18,930,679	1,648
KANSAS	-	-	-	-
KENTUCKY	2,510	13	33,009	3
LOUISIANA	-	-	-	-
MAINE	980,938	5,199	12,900,675	1,123
MARYLAND	3,733,094	19,785	49,095,286	4,273
MASSACHUSETTS	51,569,336	273,317	678,207,150	59,032
MICHIGAN	14,641,018	77,597	192,549,368	16,760
MINNESOTA	3,171,575	16,809	41,710,540	3,631
MISSISSIPPI	553,854	2,935	7,283,932	634
MISSOURI	968,811	5,135	12,741,181	1,109
MONTANA	70,626	374	928,827	81
NEBRASKA	-	-	-	-
NEVADA	500,263	2,651	6,579,141	573
NEW HAMPSHIRE	227,964	1,208	2,998,034	261
NEW JERSEY	15,991,186	84,753	210,305,923	18,305
NEW MEXICO	1,593,045	8,443	20,950,716	1,824
NEW YORK	55,357,297	293,394	728,024,007	63,368
NORTH CAROLINA	297,625	1,577	3,914,175	341
NORTH DAKOTA	-	-	-	-
OHIO	3,229,272	17,115	42,469,329	3,697
OKLAHOMA	1,509,088	7,998	19,846,567	1,727
OREGON	10,599,376	56,177	139,396,255	12,133
PENNSYLVANIA	117,646	624	1,547,203	135
RHODE ISLAND	318,844	1,690	4,193,234	365
SOUTH CAROLINA	87,242	462	1,147,351	100
SOUTH DAKOTA	349,507	1,852	4,596,500	400
TENNESSEE	-	-	-	-
TEXAS	373,779	1,981	4,915,703	428
UTAH	1,183,377	6,272	15,563,023	1,355
VERMONT	97,646	518	1,284,179	112
VIRGINIA	59,608	316	783,927	68
WASHINGTON	2,175,673	11,531	28,613,074	2,491
WEST VIRGINIA	-	-	-	-
WISCONSIN	40,817,788	216,334	536,809,620	46,724
WYOMING	18,866	100	248,114	22
TOTAL	323,125,072	1,712,563	4,249,535,681	369,884

* States without 3 or more participating utilities were not included in this appendix as per the participation agreement to keep individual company data confidential.

** Utilities that were unable to participate in the 2019 survey but had participated in 2020, had prior year data incorporated for consistency.