



2%

One key benchmark the energy industry uses to compare utility demand-side management (DSM) portfolios is DSM savings as a percentage of sales. State policies enacted to boost conservation use a target of 2% savings as a percentage of sales.



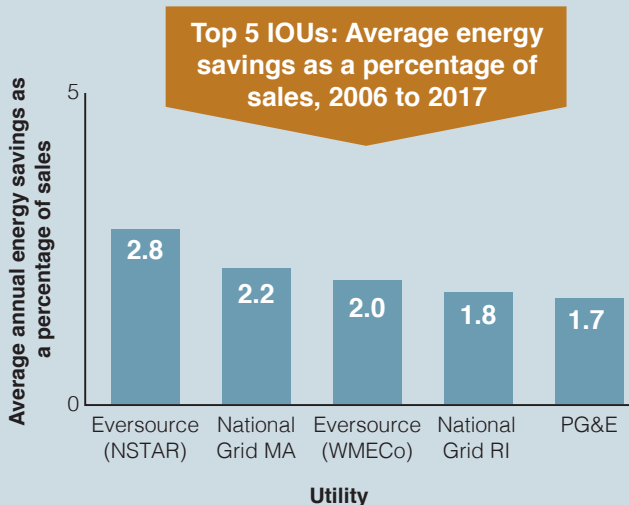
To learn which utilities have achieved 2% annual savings, we used **E Source DSM Insights**—our tool containing data on DSM program goals, budgets, spending, and savings from DSM regulatory filings—to compile US Energy Information Administration utility sales and savings data.

Our results show that although no utilities have achieved that level of savings for 10 consecutive years, some have achieved it for 5 consecutive years, including **National Grid Rhode Island, Eversource** (Western Massachusetts Electric [WMECo]), and **National Grid Massachusetts**. In the next 5 years, we'll likely see one or more of these top-performing utilities reach 10 consecutive years with 2% energy savings.

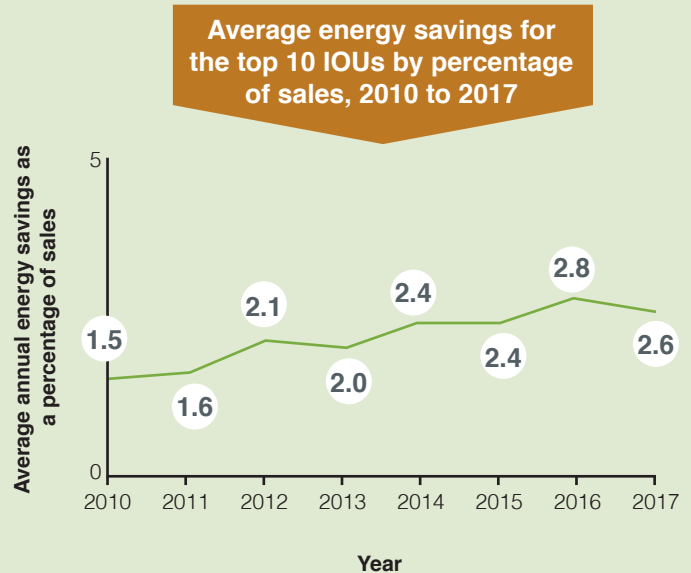


Eversource (NSTAR), National Grid MA, and Eversource (WMECo) are the only utilities to average at least 2% savings from 2006 to 2017. National Grid RI and Pacific Gas and Electric Co. (PG&E) come close to the 2% mark. All five utilities' averages are significantly higher than the industry average of 0.89% (as measured by the ACEEE's 2017 Utility Energy Efficiency Scorecard, which excludes savings from demand-response and renewable-energy programs).

Considering the 10 investor-owned utilities (IOUs) with the greatest energy savings as a percentage of sales from 2010 to 2017, average savings grew from 1.5% to 2.6%. This represents an increase of almost 70% over that period.



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This portfolio benchmark is just one example of the benchmarking services that E Source offers. As we reviewed in our web conference **Tips and Tricks for Benchmarking DSM Measures, Programs, and Portfolios**, E Source has expertise in portfolio, program, and measure benchmarking. To learn more, watch the recorded web conference or [contact us](#).