



UIL HOLDINGS CORPORATION

157 Church Street, New Haven CT 06510-2100
203-499-2000

January 16, 2015

Lisa Skumatz, Ph. D.
Skumatz Economic Research Associates (SERA)
762 Eldorado Drive
Superior, CO 80027

Re: C11: Barriers to Commercial and Industrial Program Participation with a Focus on Financing and Cancellations, Review Draft Report dated November 3, 2014

Dear Ms. Skumatz:

The United Illuminating Company (“UI”), Connecticut Natural Gas Corporation (“CNG”) and The Southern Connecticut Gas Company (“SCG,” and with UI and CNG, the “Companies”), hereby submits the following comments on Draft C11: Barriers to Commercial and Industrial Program Participation with a Focus on Financing and Cancellations The draft was submitted to UI with a request for comments to be provided by January 16, 2015.

In addition to the draft report, a PowerPoint presentation was distributed on November 7, 2014, and presented to the C& I Committee. This was done out of the Roadmap sequence at the request of the C&I committee. The PowerPoint presentation was characterized by the Executive Secretary as “This document serves as both the presentation and an alternative document for quicker review of the primary findings of the work.”

The Companies request the findings of the report not be diluted by conflating the various different financial concerns into one larger “finance” issue as was discussed at the C&I committee.

The Companies are also concerned the draft report findings in the draft report are not adequately reflected in the PowerPoint presentation. As such, this presentation should not be considered an alternative document.

The Companies also have the following questions related to the draft report and ask for clarification.

- Page 20/21- Please provide further detail on how data for non-participants and drop outs



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was obtained.

- Please break down TableV-1 and the accompanying paragraph to make it less confusing
- What does “not asked due to recoding” in Table VI-3 mean and how does it factor into the outcome?
- In Table VI-6, what does “new strategic energy plan” actually mean? Is there any type of an indicator that suggests there will be a substantial push back on the idea of strategic energy management?
- In Table VI-7a, regarding drop-outs was there any attempt to correlate the fact that the Dropouts did not move forward with their projects despite the Group receiving some portion of the top five items.
- In Table VI-7a, was there any disclosure as to the definition of rapid payback?
- In TableVI-7b, why are the numbers so low in the 10-200kW size ranges especially when the four barriers are removed.

Thank you for the opportunity to provide these comments.

Very truly yours,

A handwritten signature in blue ink that reads "Donna Wells".

Donna Wells
Manager Technical Support Services
UIL Holdings Corporation