Date Filed: September 18, 2026

Witness: Nina A. Paim
Request from: CLF and Sierra Club

Question:

In reference to each heat pump adoption forecast provided in response to the preceding request, please provide a detailed description of the methodology used to develop the forecast, including but not limited to:

a. the heat pump technologies and/or equipment models assumed;
b. how each scenario was defined and the assumptions distinguishing one scenario from another;
c. the data sources and key assumptions (e.g., baseline adoption rates, building stock characteristics, retrofit versus new construction, incentive programs) underlying the forecast.

If the Company is unable to provide any of the foregoing methodology details, please explain in detail why not.

Response:

Heat pump or electrification adjustments are made to the Company's sales forecast for the heating months (October-April) based off the 2025-2027 Energy Efficiency Plan. Cumulative annual incremental sales from heat pumps are calculated based on the electrification only component of the plan and allocated monthly to each sector based on a 5-year historical ratio of normal calendar sales for the months of October through April.

a. This forecast includes explicit additions to electrical energy output requirements in the winter months due to increasing installations of cold-climate heat pumps. It does not include additions to the peak forecast since the peak occurs in July and there are no heating loads at that time.

b. There is only one scenario forecast utilized in our sales forecast.

c. The Electrification forecast through the C&LM program are based on projected Program budgets through 2025-2027. The expected increases in electricity usage from C&LM heat pumps are based on third party studies conducted to estimate the electric usage of heat pumps, note the C&LM forecast does not project Electrification outside our programs.