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May 31, 2017

Debra A. Howland
Executive Director
State of New Hampshire
Public Utilities Commission
21 S. Fruit Street, Suite 10
Concord, New Hampshire 03301-2429

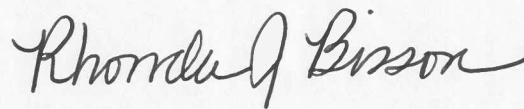
RE: DE 14-216 - NHSaves Energy Efficiency Programs First Quarter 2017 Report

Dear Director Howland:

Enclosed for filing with the Commission are four copies of the First Quarter 2017 Report for the NHSaves Energy Efficiency Programs containing results for all the electric and natural gas utilities. Eversource is filing four copies consistent with the ruling of the Commission in Order No. 25,462 dated February 1, 2013.

A copy of this report was made available electronically to the Commission and all parties on the service list on May 31, 2017.

Very truly yours,



Rhonda J. Bisson
Manager
Regulatory, Planning and Evaluation
Energy Efficiency

Enclosures
cc: Service List



New Hampshire Statewide Energy Efficiency Programs

1st Quarter Report
January 2017 – March 2017

Docket DE 14-216

May 31, 2017



**1st Quarter Report
January 2017 - March 2017**

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Highlights
 Statewide & Company-Specific Programs

Description	Program Expenses ¹		kWh Savings			MMBtu Savings			Customers	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
<u>Electric Utilities</u>										
Statewide Programs										
Municipal Program	\$ 245,699	11%	255,955	3,332,637	4%	597	7,816	18%	18	4%
All Other Statewide Programs	\$ 3,114,546	13%	5,768,755	81,885,902	12%	12,957	287,766	28%	18,446	15%
Sub-total	\$ 3,360,244	13%	6,024,711	85,218,539	11%	13,555	295,582	27%	18,464	15%
Company Specific Programs ²	\$ 322,152	28%	820	1,984	0%	-	-	-	45,655	91%
Total Electric	\$ 3,682,396	13%	6,025,531	85,220,523	11%	13,555	295,582	28%	64,119	37%
<u>Gas Utilities</u>										
Statewide Programs	\$ 666,777	9%	18,687	394,216	6%	4,858	85,997	4%	357	6%
Company Specific Programs ²	\$ 148,322	65%	-	-	-	-	-	-	38,000	100%
Total Gas	\$ 815,099	11%	18,687	394,216	6%	4,858	85,997	4%	38,357	88%
Grand Total	\$ 4,497,495	13%	6,044,218	85,614,739	11%	18,413	381,579	12%	102,476	47%

Notes:

- (1) Program expenses shown in this report exclude the performance incentive (PI), which can vary by program and accomplishment thresholds. The planned budget for PI is 5.5% of actual program expenditures. The actual PI for each utility is calculated to reflect the utilities' final accomplishments and is filed with the Commission by June 1st of each year for the preceding program year.
- (2) Company-specific includes company-specific programs, education, forward capacity market and loan program implementation expenses.

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Highlights
Statewide Programs ¹

Description	Program Expenses		kWh Savings			MMBtu Savings			Customers	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
Electric Utilities										
Residential										
Home Energy Assistance	\$ 678,037	15%	107,144	1,717,679	23%	3,457	73,324	23%	119	18%
EnergyStar® Homes	\$ 518,165	27%	668,053	15,904,402	53%	5,298	132,346	44%	289	64%
NH Home Performance w/Energy Star	\$ 400,734	14%	192,694	3,777,191	33%	3,706	76,631	19%	149	12%
EnergyStar® Products	\$ 446,519	15%	1,551,597	13,612,867	14%	497	5,465	74%	17,843	15%
Sub-total	\$ 2,043,455	16%	2,519,488	35,012,139	24%	12,957	287,766	28%	18,400	15%
Commercial & Industrial										
Large Business Energy Solutions	\$ 693,689	10%	2,689,496	39,522,532	11%	-	-	-	16	4%
Small Business Energy Solutions	\$ 377,401	8%	559,771	7,351,230	5%	-	-	-	30	3%
Municipal Program	\$ 245,699	11%	255,955	3,332,637	4%	597	7,816	18%	18	4%
Sub-total	\$ 1,316,790	10%	3,505,222	50,206,400	8%	597	7,816	18%	64	4%
Total Electric	\$ 3,360,244	13%	6,024,711	85,218,539	11%	13,555	295,582	27%	18,464	15%
Gas Utilities										
Residential										
Home Energy Assistance	\$ 206,935	17%	9,881	224,498	18%	1,081	22,814	18%	27	12%
EnergyStar® Homes	\$ 23,551	8%	1,404	35,100	3%	91	2,273	4%	2	4%
NH Home Performance w/Energy Star	\$ 85,846	10%	2,568	58,580	2%	517	11,065	6%	17	7%
EnergyStar® Products	\$ 119,973	12%	4,834	76,038	9%	1,508	25,892	10%	132	7%
Sub-total	\$ 436,306	13%	18,687	394,216	6%	3,197	62,042	10%	178	8%
Commercial & Industrial										
Large Business Energy Solutions	\$ 108,802	6%	-	-	-	0	0	0%	0	0%
Small Business Energy Solutions	\$ 121,668	8%	-	-	-	1,661	23,955	3%	179	6%
Sub-total	\$ 230,471	6%	-	-	-	1,661	23,955	2%	179	6%
Total Gas	\$ 666,777	9%	18,687	394,216	6%	4,858	85,997	4%	357	6%
Grand Total	\$ 4,027,021	12%	6,043,398	85,612,755	11%	18,413	381,579	11%	18,821	15%

Notes:

(1) Amounts shown above pertain only to the Statewide programs. The amounts pertaining to the Company-Specific programs are shown on page 3.

1st Quarter Report
January 2017 - March 2017

Highlights
Company-Specific Programs ¹

Description	Program Expenses		kWh Savings			MMBtu Savings			Customers	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
Electric Utilities										
Residential										
Home Energy Reports	\$ 3,973	5%	820	1,984	0%	-	-	-	45,654	91%
Education	\$ -	0%	-	-	-	-	-	-	-	-
Customer Engagement Platform	\$ 120,119	39%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses ²	\$ 3,914	5%	-	-	-	-	-	-	-	-
Sub-total	\$ 128,006	48%	820	1,984	0%	-	-	-	45,654	91%
Commercial & Industrial										
Smart Start	\$ 3,929	8%	-	-	-	-	-	-	1	-
C&I Customer Partnerships	\$ 181	1%	-	-	-	-	-	-	-	-
C&I RFP Program	\$ (92)	0%	-	-	-	-	-	-	-	-
Education	\$ 3,310	1%	-	-	-	-	-	-	-	-
Customer Engagement Platform	\$ 180,178	58%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses ²	\$ 6,639	4%	-	-	-	-	-	-	-	-
Sub-total	\$ 194,146	116%	-	-	0%	-	-	0%	1	13%
Total Residential and C&I	\$ 322,152	164%	820	1,984	0%	-	-	0%	45,655	91%
Gas Utilities										
Residential										
Home Energy Reports	\$ 145,779	64%	-	-	-	-	-	-	38,000	100%
Education	\$ -	-	-	-	-	-	-	-	-	-
Sub-total	\$ 145,779	64%	-	-	-	-	-	0%	38,000	100%
Commercial & Industrial										
Education	\$ 2,543	3%	-	-	-	-	-	-	-	-
Sub-total	\$ 2,543	3%	-	-	-	-	-	-	-	-
Total Residential and C&I	\$ 148,322	67%	-	-	-	-	-	0%	38,000	100%
Grand Total	\$ 470,474	231%	820	1,984	0%	-	-	0%	83,655	167%

Notes:

(1) Amounts shown above pertain only to the Company-Specific programs. The amounts pertaining to the Statewide programs are shown on page 2.

Company-specific includes company-specific programs, education, forward capacity market and loan program implementation expenses.

(2) Amounts shown are expenses related to the electric utilities' participation in ISO-NE's Forward Capacity Market. Revenues received from ISO-NE are reported on page 18.

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Highlights
Home Energy Assistance Program ¹

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expense: Budget ²	\$ 392,168	\$ 284,308	\$ 3,450,394	\$ 538,874	\$ 4,665,744	\$ 1,005,700	\$ 241,086	\$ 1,246,786	\$ 5,912,529
(Utility Program) Actual	\$ 38,678	\$ 19,809	\$ 552,405	\$ 67,145	\$ 678,037	\$ 190,729	\$ 16,206	\$ 206,935	\$ 884,972
Percent	10%	7%	16%	12%	15%	19%	7%	17%	15%
Program Incentives: Budget ³	\$ 296,087	\$ 213,623	\$ 3,029,370	\$ 421,537	\$ 3,960,617	\$ 820,000	\$ 173,500	\$ 993,500	\$ 4,954,117
(Utility Program) Actual ⁴	\$ 39,030	\$ 27,197	\$ 539,369	\$ 73,539	\$ 679,134	\$ 154,101	\$ -	\$ 154,101	\$ 833,235
Percent	13%	13%	18%	17%	17%	19%	0%	16%	17%
Customers Served: Goal	42	35	500	71	648	198	32	230	879
Actual ^{5,6}	7	5	103	12	127	29	-	29	156
Percent	17%	14%	21%	17%	20%	15%	0%	13%	18%
Collaboration: Actual Collaborated Funds ⁷	\$ 4,115	\$ 10,095	\$ 122,996	\$ 16,396	\$ 153,601	\$ 21,689	\$ -	\$ 21,689	\$ 175,290
Total Actual Expenses (Utility + Collaboration)	\$ 42,792	\$ 37,291	\$ 662,365	\$ 89,935	\$ 832,383	\$ 175,790	\$ -	\$ 175,790	\$ 1,008,173
% of Total Actual Expenses	10%	27%	19%	18%	18%	12%	-	12%	17%
Collaborated Units	5	4	61	10	80	19	-	19	99
% of Total Customers Served	71%	80%	59%	83%	63%	66%	-	66%	63%
Heating Systems: Actual Incentives	\$ 10,893	\$ -	\$ 106,703	\$ 5,239	\$ 122,835	\$ 29,800	\$ -	\$ 29,800	\$ 152,635
% of HEA Utility Total Budget	3%	0%	3%	1%	3%	3%	0%	2%	3%
Dwelling Mix:									
Single Family	7	5	103	12	127	29	0	29	156
Multi-Family	0	0	0	0	0	0	0	0	0
Total	7	5	103	12	127	29	0	29	156

Notes:

- (1) Program savings results are shown on page 8.
- (2) Program budget and actual numbers are based on total expenditures.
- (3) Reflects Program "Rebates/Services" only.
- (4) Program incentives are based on the HEA tracking system and do not include items not billed in the tracking system, such as heating system incentives and quality assurance costs.
- (5) Program participation is based on the HEA tracking system and does not align with the program participation numbers on page 8 due to timing differences
Program participation numbers on page 8 are based on the invoices that have been processed through the end of the first quarter whereas the HEA tracking system reflects real-time number of participant.
A true-up to actual number of participants is completed at year-end.
- (6) Number of customers served by county are as follows:

	Belknap	Carroll	Cheshire	Coos	Grafton	Hillsborough	Merrimack	Rockingham	Strafford	Sullivan	Total
Electric	5	11	1	11	7	49	9	23	9	2	127
Gas	0	0	0	0	0	27	2	0	0	0	29
Total											156

- (7) Collaborated funds may include funding from numerous sources including the Department of Energy, town assistance, Community Development Block grants and also from other utilities.
For example, if Eversource and Liberty Utilities-Gas worked on a joint project, Eversource includes the incentives from Liberty-Gas as part of its collaboration funds and Liberty-Gas includes incentives from Eversource as collaboration funds.

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Highlights
 CO₂ Emissions Reductions

Description	Units	CO2 Emission Factors In lbs Per Unit ¹	CO2 Emission Factors In Metric Tons Per Unit	Electric Utilities			Gas Utilities		Grand Total			
				YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons All Programs (All funding sources)	RGGI Funded Portion	YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons	YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons All Programs (All funding sources)	RGGI Funded Portion	
Annual												
Electricity ²	MWH	1,087.000	0.4930	6,026	2,970	132	19	9	6,044	2,980	132	
Natural Gas	MMBtu	117.080	0.0531	1,116	59	1	4,858	258	5,974	317	1	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	3,136	230	55	-	-	3,136	230	55	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	817	59	6	-	-	817	59	6	
LPG	MMBtu	139.178	0.0631	-	-	-	-	-	-	-	-	
Propane	MMBtu	139.178	0.0631	6,164	389	5	-	-	6,164	389	5	
Wood	MMBtu	-	-	716	-	-	-	-	716	-	-	
Wood Pellet	-	-	-	-	-	-	-	-	-	-	-	
Other	MMBtu	-	-	-	-	-	-	-	-	-	-	
Total Annual Emissions Reductions					3,707	198		267		3,974	198	
Lifetime												
Electricity ²	MWH	1,087.000	0.4930	85,221	42,011	1,728	394	194	85,615	42,206	1,728	
Natural Gas	MMBtu	117.080	0.0531	23,527	1,249	13	85,997	4,566	109,525	5,815	13	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	59,403	4,348	828	-	-	59,403	4,348	828	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	17,004	1,230	120	-	-	17,004	1,230	120	
LPG	MMBtu	139.178	0.0631	-	-	-	-	-	-	-	-	
Propane	MMBtu	139.178	0.0631	147,124	9,286	87	-	-	147,124	9,286	87	
Wood	MMBtu	-	-	15,603	-	-	-	-	15,603	-	-	
Wood Pellet	-	-	-	-	-	-	-	-	-	-	-	
Other	-	-	-	-	-	-	-	-	-	-	-	
Total Lifetime Emissions Reductions					58,125	2,776		4,761		62,885	2,776	

Notes:

- (1) Source of CO2 Emission Factors in lbs/unit for all other fuels:
- (2) Source of CO2 Emission Factors in lbs/unit for electricity:

http://www.eia.gov/electricity/annual/html/epa_a_03.html

Based on 2009 Greenhouse Gas Emissions Reduction Fund Grant Guidelines for CO₂ emission conversion factor for electrically powered equipment.

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Highlights
 Annual Savings by Fuel Type

Program	Electric Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Oil	Natural Gas	LP	Kerosene	Wood	Wood Pellet	Other	Total	Electricity
Home Energy Assistance	1,803	119	473	780	281	-	-	3,457	107,144
EnergyStar® Homes	89	620	4,590	-	-	-	-	5,299	668,053
NH Home Performance w/Energy Star	385	169	1,073	37	435	-	-	2,099	192,694
EnergyStar® Products	286	208	2	-	-	-	-	497	1,551,597
Large Business Energy Solutions	-	-	-	-	-	-	-	-	2,689,496
Small Business Energy Solutions	-	-	-	-	-	-	-	-	559,771
Municipal Program	572	-	25	-	-	-	-	597	255,955
Company-Specific Programs	-	-	-	-	-	-	-	-	820
Total	3,136	1,116	6,164	817	716	-	-	11,948	6,025,531

Program	Gas Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Oil	Natural Gas	LP	Kerosene	Wood	Wood Pellet	Other	Total	Electricity
Home Energy Assistance	-	1,081	-	-	-	-	-	1,081	9,881
EnergyStar® Homes	-	91	-	-	-	-	-	91	1,404
NH Home Performance w/Energy Star	-	517	-	-	-	-	-	517	2,568
EnergyStar® Products	-	1,508	-	-	-	-	-	1,508	4,834
Large Business Energy Solutions	-	-	-	-	-	-	-	-	-
Small Business Energy Solutions	-	1,661	-	-	-	-	-	1,661	-
Municipal Program	-	-	-	-	-	-	-	-	-
Company-Specific Programs	-	4,573	-	-	-	-	-	4,573	-
Total	-	9,431	-	-	-	-	-	9,431	18,687

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**Summary of Results by Utility
Statewide & Company-Specific Programs Combined ¹**

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas		
Program Expenses	Budget	\$ 2,318,004	\$ 1,689,123	\$ 20,479,559	\$ 3,425,992	\$ 27,912,678	\$ 5,913,720	\$ 1,418,175	\$ 7,331,895	\$ 35,244,573
	Actual	\$ 229,567	\$ 351,581	\$ 2,681,420	\$ 419,827	\$ 3,682,396	\$ 610,368	\$ 204,731	\$ 815,099	\$ 4,497,495
	Percent	10%	21%	13%	12%	13%	10%	14%	11%	13%
Program Participation	Goal	11,442	11,792	132,446	16,894	172,575	42,793	732	43,525	216,100
	Actual	2,683	6,495	54,062	879	64,119	38,230	127	38,357	102,476
	Percent	23%	55%	41%	5%	37%	89%	17%	88%	47%
Annual kWh Savings	Goal	5,128,578	3,332,083	49,938,422	6,701,632	65,100,715	305,636	35,418	341,054	65,441,769
	Actual	313,921	460,647	4,726,854	524,109	6,025,531	13,734	4,953	18,687	6,044,218
	Percent	6%	14%	9%	8%	9%	4%	14%	5%	9%
Lifetime kWh Savings	Goal	66,814,095	41,587,069	609,716,972	81,223,208	799,341,344	6,135,700	776,842	6,912,542	806,253,885
	Actual	3,475,268	5,202,502	70,604,294	5,938,459	85,220,523	315,798	78,418	394,216	85,614,739
	Percent	5%	13%	12%	7%	11%	5%	10%	6%	11%
Annual MMBtu Savings	Goal	3,319	3,427	40,316	4,970	52,032	123,554	30,148	153,702	205,734
	Actual	437	874	11,271	972	13,555	7,012	2,420	9,431	22,986
	Percent	13%	26%	28%	20%	26%	6%	8%	6%	11%
Lifetime MMBtu Savings	Goal	75,720	69,989	816,707	100,947	1,063,363	1,691,628	541,804	2,233,432	3,296,795
	Actual	9,227	13,993	252,454	19,908	295,582	61,286	40,945	102,231	397,813
	Percent	12%	20%	31%	20%	28%	4%	8%	5%	12%

(1) Company-specific includes company-specific programs, education, forward capacity market and loan program implementation expenses.

**1st Quarter Report
January 2017 - March 2017**

**Program Results
Home Energy Assistance (HEA)**

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas		
Program Expenses	Budget	\$ 392,168	\$ 284,308	\$ 3,450,394	\$ 538,874	\$ 4,665,744	\$ 1,005,700	\$ 241,086	\$ 1,246,786	\$ 5,912,529
	Actual	\$ 38,678	\$ 19,809	\$ 552,405	\$ 67,145	\$ 678,037	\$ 190,729	\$ 16,206	\$ 206,935	\$ 884,972
	Percent	10%	7%	16%	12%	15%	19%	7%	17%	15%
Program Participation	Goal	42	35	500	71	648	198	32	230	879
	Actual	7	2	103	7	119	27	-	27	146
	Percent	17%	6%	21%	10%	18%	14%	0%	12%	17%
Annual kWh Savings	Goal	42,396	41,277	429,220	36,129	549,022	50,719	9,790	60,509	609,531
	Actual	4,904	1,880	95,957	4,404	107,144	9,881	-	9,881	117,026
	Percent	12%	5%	22%	12%	20%	19%	0%	16%	19%
Lifetime kWh Savings	Goal	530,488	500,121	5,979,861	476,109	7,486,579	1,014,887	236,062	1,250,950	8,737,529
	Actual	87,938	31,586	1,525,712	72,443	1,717,679	224,498	-	224,498	1,942,177
	Percent	17%	6%	26%	15%	23%	22%	0%	18%	22%
Annual MMBtu Savings	Goal	967	966	11,489	1,892	15,314	5,302	1,112	6,414	21,728
	Actual	331	51	2,916	159	3,457	1,081	-	1,081	4,537
	Percent	34%	5%	25%	8%	23%	20%	0%	17%	21%
Lifetime MMBtu Savings	Goal	21,427	18,638	235,517	37,504	313,086	106,032	24,183	130,216	443,302
	Actual	7,007	1,059	61,759	3,499	73,324	22,814	-	22,814	96,138
	Percent	33%	6%	26%	9%	23%	22%	0%	18%	22%

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**Program Results
Energy Star® Homes**

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 120,031	\$ 172,764	\$ 1,502,328	\$ 130,000	\$ 1,925,124	\$ 136,000	\$ 160,496	\$ 296,496	\$ 2,221,619
	Actual	\$ 6,930	\$ 24,935	\$ 462,734	\$ 23,567	\$ 518,165	\$ 12,952	\$ 10,599	\$ 23,551	\$ 541,716
	Percent	6%	14%	31%	18%	27%	10%	7%	8%	24%
Program Participation	Goal	37	22	377	18	454	44	11	55	509
	Actual	-	1	284	4	289	2	-	2	291
	Percent	0%	5%	75%	22%	64%	5%	0%	4%	57%
Annual kWh Savings	Goal	49,090	228,636	986,318	36,136	1,300,180	28,722	14,291	43,014	1,343,194
	Actual	-	459	640,267	27,327	668,053	1,404	-	1,404	669,457
	Percent	0%	0%	65%	76%	51%	5%	0%	3%	50%
Lifetime kWh Savings	Goal	1,015,973	5,607,177	22,488,505	685,521	29,797,177	718,062	339,322	1,057,384	30,854,561
	Actual	-	7,473	15,426,869	470,060	15,904,402	35,100	-	35,100	15,939,502
	Percent	0%	0%	69%	69%	53%	5%	0%	3%	52%
Annual MMBtu Savings	Goal	1,106	917	9,336	665	12,023	1,829	610	2,439	14,462
	Actual	-	89	5,051	158	5,298	91	-	91	5,389
	Percent	0%	10%	54%	24%	44%	5%	0%	4%	37%
Lifetime MMBtu Savings	Goal	27,622	22,869	233,057	16,600	300,148	45,716	14,309	60,025	360,173
	Actual	-	2,230	126,272	3,844	132,346	2,273	-	2,273	134,618
	Percent	0%	10%	54%	23%	44%	5%	0%	4%	37%

**1st Quarter Report
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**Program Results
Home Performance With Energy Star® (HPwES)**

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 185,503	\$ 218,456	\$ 2,161,079	\$ 300,000	\$ 2,865,037	\$ 729,200	\$ 136,849	\$ 866,049	\$ 3,731,086
	Actual	\$ 28,905	\$ 30,336	\$ 276,377	\$ 65,115	\$ 400,734	\$ 63,739	\$ 22,108	\$ 85,846	\$ 486,580
	Percent	16%	14%	13%	22%	14%	9%	16%	10%	13%
Program Participation	Goal	61	61	1,070	61	1,253	207	38	245	1,498
	Actual	7	6	123	13	149	14	3	17	166
	Percent	12%	10%	11%	21%	12%	7%	8%	7%	11%
Annual kWh Savings	Goal	110,909	100,198	578,127	55,485	844,718	185,370	-	185,370	1,030,088
	Actual	24,939	2,806	158,808	6,141	192,694	2,449	119	2,568	195,262
	Percent	22%	3%	27%	11%	23%	1%	-	1%	19%
Lifetime kWh Savings	Goal	1,919,084	1,725,672	6,843,259	874,567	11,362,582	3,707,398	-	3,707,398	15,069,980
	Actual	523,140	52,795	3,086,332	114,924	3,777,191	56,200	2,380	58,580	3,835,771
	Percent	27%	3%	45%	13%	33%	2%	-	2%	25%
Annual MMBtu Savings	Goal	1,224	1,214	15,376	1,718	19,533	7,369	1,525	8,895	28,427
	Actual	97	148	2,889	573	3,706	408	109	517	4,223
	Percent	8%	12%	19%	33%	19%	6%	7%	6%	15%
Lifetime MMBtu Savings	Goal	26,425	24,288	306,920	36,502	394,135	156,463	34,783	191,247	585,382
	Actual	2,118	3,114	59,743	11,656	76,631	8,596	2,469	11,065	87,696
	Percent	8%	13%	19%	32%	19%	5%	7%	6%	15%

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Program Results
 Energy Star® Products

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 240,062	\$ 338,248	\$ 2,044,264	\$ 402,826	\$ 3,025,399	\$ 815,220	\$ 210,047	\$ 1,025,267	\$ 4,050,667
	Actual	\$ 40,652	\$ 54,565	\$ 292,556	\$ 58,745	\$ 446,519	\$ 44,810	\$ 75,164	\$ 119,973	\$ 566,493
	Percent	17%	16%	14%	15%	15%	5%	36%	12%	14%
Program Participation	Goal	10,704	11,582	79,497	16,661	118,444	1,322	509	1,831	120,275
	Actual	2,664	6,478	7,860	841	17,843	15	117	132	17,975
	Percent	25%	56%	10%	5%	15%	1%	23%	7%	15%
Annual kWh Savings	Goal	959,637	1,008,685	7,773,229	1,406,463	11,148,014	39,480	11,337	50,817	11,198,831
	Actual	190,968	177,336	944,835	238,457	1,551,597	-	4,834	4,834	1,556,431
	Percent	20%	18%	12%	17%	14%	0.0%	43%	10%	14%
Lifetime kWh Savings	Goal	7,897,008	8,361,371	69,878,393	11,832,790	97,969,563	671,160	201,457	872,617	98,842,180
	Actual	1,609,167	1,494,490	8,475,905	2,033,305	13,612,867	-	76,038	76,038	13,688,905
	Percent	20%	18%	12%	17%	14%	0.0%	38%	9%	14%
Annual MMBtu Savings*	Goal	22	50	1,998	395	2,465	10,384	4,977	15,361	17,826
	Actual	9	14	391	83	497	76	1,432	1,508	2,005
	Percent	41%	28%	20%	21%	20%	1%	29%	10%	11%
Lifetime MMBtu Savings*	Goal	246	554	21,982	4,341	27,123	178,693	92,742	271,435	381,540
	Actual	102	155	4,300	908	5,465	1,205	24,687	25,892	387,325
	Percent	41%	28%	72%	21%	74%	1%	27%	10%	102%

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**Program Results
Large Business Energy Solutions**

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas		
Program Expenses	Budget	\$ 703,050	\$ 209,679	\$ 5,257,680	\$ 804,856	\$ 6,975,265	\$ 1,563,100	\$ 413,844	\$ 1,976,944	\$ 8,952,209
	Actual	\$ 52,713	\$ 54,973	\$ 536,909	\$ 49,094	\$ 693,689	\$ 80,583	\$ 28,219	\$ 108,802	\$ 802,492
	Percent	7%	26%	10%	6%	10%	5%	7%	6%	9%
Program Participation	Goal	44	19	282	11	356	225	42	267	623
	Actual	-	2	14	-	16	-	-	-	16
	Percent	0%	11%	5%	0%	4%	0%	0%	0%	3%
Annual kWh Savings	Goal	2,378,149	1,056,642	20,649,115	2,851,064	26,934,970	-	-	-	26,934,970
	Actual	-	129,523	2,559,973	-	2,689,496	-	-	-	2,689,496
	Percent	0%	12%	12%	0%	10%	-	-	-	10%
Lifetime kWh Savings	Goal	34,390,514	13,736,351	284,362,894	37,063,830	369,553,589	-	-	-	369,553,589
	Actual	-	1,683,799	37,838,733	-	39,522,532	-	-	-	39,522,532
	Percent	0%	12%	13%	0%	11%	-	-	-	11%
Annual MMBtu Savings	Goal	-	-	-	-	-	50,253	16,626	66,879	66,879
	Actual	-	-	-	-	-	-	-	-	-
	Percent	-	-	-	-	-	0%	0%	0%	0%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	654,550	258,334	912,884	912,884
	Actual	-	-	-	-	-	-	-	-	-
	Percent	-	-	-	-	-	0%	0%	0%	0%

**1st Quarter Report
 January 2017 - March 2017**

**Program Results
 Small Business Energy Solutions**

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 445,265	\$ 241,342	\$ 3,104,617	\$ 686,088	\$ 4,477,313	\$ 1,373,000	\$ 241,453	\$ 1,614,453	\$ 6,091,766
	Actual	\$ 45,705	\$ 28,052	\$ 205,652	\$ 97,992	\$ 377,401	\$ 71,627	\$ 50,042	\$ 121,668	\$ 499,070
	Percent	10%	12%	7%	14%	8%	5%	21%	8%	8%
Program Participation	Goal	512	50	387	57	1,006	2,797	100	2,897	3,903
	Actual	5	3	14	8	30	172	7	179	209
	Percent	1%	6%	4%	14%	3%	6%	7%	6%	5%
Annual kWh Savings	Goal	1,259,303	718,002	9,330,764	1,597,407	12,905,478	1,344	-	1,344	12,906,822
	Actual	93,110	43,019	235,509	188,133	559,771	-	-	-	559,771
	Percent	7%	6%	3%	12%	4%	0%	-	0%	4%
Lifetime kWh Savings	Goal	16,697,063	9,334,031	113,826,834	20,944,074	160,802,002	24,192	-	24,192	160,826,194
	Actual	1,255,023	559,247	3,064,636	2,472,324	7,351,230	-	-	-	7,351,230
	Percent	8%	6%	3%	12%	5%	-	-	-	5%
Annual MMBtu Savings	Goal	-	-	-	-	-	38,717	5,297	44,014	44,014
	Actual	-	-	-	-	-	782	879	1,661	1,661
	Percent	-	-	-	-	-	2%	17%	4%	4%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	517,573	117,452	635,026	635,026
	Actual	-	-	-	-	-	10,166	13,789	23,955	23,955
	Percent	-	-	-	-	-	2%	12%	4%	4%

**1st Quarter Report
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**Program Results
 Municipal Program**

Description		Electric Utilities				Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	
Program Expenses	Budget	\$ 179,990	\$ 174,968	\$ 1,452,444	\$ 476,529	\$ 2,283,931
	Actual	\$ 13,404	\$ 133,974	\$ 49,131	\$ 49,189	\$ 245,699
	Percent	7%	77%	3%	10%	11%
Program Participation	Goal	41	23	325	15	405
	Actual	-	3	9	6	18
	Percent	0%	13%	3%	40%	4%
Annual kWh Savings	Goal	329,094	178,642	4,419,676	718,947	5,646,360
	Actual	-	105,624	90,685	59,646	255,955
	Percent	0%	59%	2%	8%	5%
Lifetime kWh Savings	Goal	4,363,964	2,322,346	58,769,686	9,346,316	74,802,312
	Actual	-	1,373,112	1,184,123	775,402	3,332,637
	Percent	0%	59%	2%	8%	4%
Annual MMBtu Savings	Goal	-	280	3,433	300	4,013
	Actual	-	572	25	-	597
	Percent	-	204%	1%	0%	15%
Lifetime MMBtu Savings	Goal	-	3,640	33,710	6,000	43,351
	Actual	-	7,436	380	-	7,816
	Percent	-	204%	1%	0%	18%

**1st Quarter Report
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**Company-Specific Programs
 Liberty Utilities and the New Hampshire Electric Cooperative**

Description		Liberty Utilities		New Hampshire Electric Cooperative	
		Gas		Electric	
		Home Energy Reports		Smart Start Program Administration	
Program Expenses	Budget	\$	227,000	\$	-
	Actual	\$	145,779	\$	1,165
	Percent		64%		N/A
Program Participation	Goal		38,000		-
	Actual		38,000		-
	Percent		100%		-
Annual kWh Savings	Goal		-		-
	Actual		-		-
	Percent		-		-
Lifetime kWh Savings	Goal		-		-
	Actual		-		-
	Percent		-		-
Annual MMBtu Savings	Goal		9,700		-
	Actual		-		-
	Percent		0%		-
Lifetime MMBtu Savings	Goal		32,600		-
	Actual		-		-
	Percent		0%		-

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**Program Results
 Company-Specific Programs
 Eversource**

Description		Smart Start Program Administration	Customer Engagement Platform*	Home Energy Reports	C&I RFP Program	C&I Customer Partnerships	Total
Program Expenses	Budget	\$ 52,000	\$ 310,926	\$ 85,081	\$ 668,687	\$ 20,061	\$ 1,136,754
	Actual	\$ 2,764	\$ 300,297	\$ 3,973	\$ (92)	\$ 181	\$ 307,123
	Percent	5%	97%	5%	0%	1%	27%
Program Participation	Goal	-	-	50,000	4	4	50,008
	Actual	1	-	45,654	-	-	45,655
	Percent	-	-	91%	0%	-	91%
Annual kWh Savings	Goal	-	-	2,600,000	3,171,974	-	5,771,974
	Actual	-	-	820	-	-	820
	Percent	-	-	0%	0%	-	0%
Lifetime kWh Savings	Goal	-	-	7,131,184	40,436,356	-	47,567,540
	Actual	-	-	1,984	-	-	1,984
	Percent	-	-	0%	0%	-	0%

*Updates on the Customer Engagement Platform:

- (1) Launched on March 31, 2016.
- (2) Completed the following marketing efforts in NH:
 - a. March 2016 edition of the Customer Update contained article with links to energy efficiency programs and online Energy Savings Plan.
 - b. May 2016 eNewsletter promoted the Energy Savings Plan with customized energy savings recommendations.
 - c. Promoted the Customer Engagement Platform in the September 2016 edition of the Eversource Customer Update eNewsletter.
 - d. Eversource has redesigned the home page for the Energy Savings Plan to engage more users. When customers log into their account, they will now see prompts to log-in to the Energy Savings Plan. Additionally, there are new links on Eversource.com to promote visitors to the Energy Savings Plan.
 - e. Eversource has added significantly more social media content to promote the Energy Savings Plan to New Hampshire customers on Facebook and Twitter.
- (3) Future marketing efforts planned in NH include:
 - a. Email campaigns;
 - b. Additional bill inserts;
 - c. One-on-one roll out with largest customers; and
 - d. Frequently scheduled posts on the Eversource NH Facebook and Twitter platforms.

Company-Specific Programs
Eversource
Energy Rewards C&I RFP Program
2016 Annual Report¹

Number of Attendees at Annual Bidders Conference: 15
Number of Bids Received: 6²
Number of Bids Selected: 4

Customer	Project Number	Project Description	Total Project Cost ³	Incentive Amount	Incentive %	Annual kWh Savings	Lifetime kWh Savings	Benefits ⁴	Benefit/Cost Ratio
A	1	Replaced two rooftop HVAC units	\$ 62,883	\$ 26,840	42.7%	2,119	31,785	\$ 2,873	
	2	Added HVAC controls to five rooftop units	79,428	33,901	42.7%	16,610	149,490	13,514	
	3	Added VFDs to plant vacuum system	113,916	48,622	42.7%	220,776	2,870,088	259,460	
	4	Added free cooling system for year round cooling towers	44,371	18,597	41.9%	431,502	5,609,526	507,109	
	5	Technical Assistance/Third Party Engineering Review	6,477	5,779	89.2%	-	-	-	
			\$ 307,075	\$ 133,739	43.6%	671,007	8,660,889	\$ 782,957	2.55
B	1	Added smart controls for LED lighting	\$ 25,178	\$ 8,710	34.6%	61,079	549,711	\$ 49,695	
	2	Retrofitted plant with LED Lighting	96,340	33,290	34.6%	160,589	2,087,657	188,727	
	3	Technical Assistance/Third Party Engineering Review	4,748	4,237	89.2%	-	-	-	
			\$ 126,267	\$ 46,237	36.6%	221,668	2,637,368	\$ 238,422	1.89
C	1	Replaced reheat pumps with high efficiency pumps	\$ 39,136	\$ 7,000	17.9%	48,760	633,880	\$ 57,304	
	2	Retrofitted exterior with LED Lighting	49,215	16,527	33.6%	47,006	611,078	55,242	
	3	Replaced supply air vane axial fan with fan wall and multiple EC fans	38,056	10,115	26.6%	122,309	1,590,017	143,740	
	4	Replaced chiller with high efficiency unit	328,739	76,685	23.3%	167,067	3,341,340	302,062	
	5	Technical Assistance/Third Party Engineering Review	9,088	8,109	89.2%	-	-	-	
			\$ 464,234	\$ 118,436	25.5%	385,142	6,176,315	\$ 558,348	1.20
D	1	Replaced Exhaust fan units and added VFDs and controls	\$ 107,157	\$ 36,103	33.7%	186,063	2,418,819	\$ 218,665	
	2	Replaced Exhaust fan units and added VFDs and controls	18,024	5,970	33.1%	92,541	1,203,033	\$ 108,756	
	3	Installed Dust collector VFDs and controls	47,145	15,884	33.7%	90,622	1,178,086	\$ 106,501	
	4	Retrofitted office with LED lighting	10,601	3,136	29.6%	22,081	287,053	\$ 25,950	
	5	Retrofitted manufacturing area with LED lighting	20,598	5,780	28.1%	75,903	986,739	\$ 89,203	
	6	Repaired compressed air leak	4,947	1,667	33.7%	143,850	719,250	\$ 65,021	
	7	Technical Assistance/Third Party Engineering Review	5,077	4,531	89.2%	-	-	-	
			\$ 213,550	\$ 73,071	34.2%	611,060	6,792,980	\$ 614,095	2.88
E	1	Technical Assistance/Third Party Engineering Review	784	700	89.2%	-	-	\$ -	
F	1	Technical Assistance/Third Party Engineering Review	5,489	4,898	89.2%	-	-	\$ -	
Overall Totals			\$ 1,117,399	\$ 377,081	33.7%	1,888,877	24,267,552	\$ 2,193,822	1.96

(1) In compliance with NHPUC Order No. 25,462 dated February 1, 2013.
(2) All 6 bids were reviewed (A-F) and 4 were selected, installing a total of 16 energy efficiency measures.
(3) Includes customer costs of \$694,812 from 2016 Annual Performance Incentive Report.
(4) Total Program Benefits are allocated to projects based on lifetime kWh savings.

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Education Programs

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses									
Budget	\$ 23,435	\$ 39,358	\$ 210,000	\$ 45,000	\$ 317,793	\$ 64,500	\$ 14,400	\$ 78,900	\$ 396,693
Actual*	297	3,772	(6,597)	5,838	3,310	150	2,393	2,543	5,854
Percent	1%	10%	-3%	13%	1%	0%	17%	3%	1%

*This reflects a credit for program reimbursements from the other program administrators received by Eversource for shared educational expenses in 2016.

[See NHSaves for a list of all Energy Efficiency Events supported or promoted \(http://www.nhsaves.com/events/\).](http://www.nhsaves.com/events/)

Focus Areas

Activities

Residential Programs

Jan 23: Button Up workshop, Russell Elementary School, Rumney, NH
 Mar 17-19: NH State Home Show, Radisson Conference Center, Manchester, NH
 Mar 25: The 2nd Annual Greater Concord Home Show, Everett Arena, Concord, NH
 Mar 30: BPI Building Analyst Course, Lakes Region Community College, Laconia, NH

Commercial Programs

Feb 24: Building Operator Certification Class, Lakes Region Community College, Laconia, NH
 Mar 9: Energy Efficiency LED Solutions Exposition, Radisson Conference Center, Manchester, NH

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Forward Capacity Market (FCM) Proceeds and Expenses

Description	Electric Utilities				Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	
Estimated Annual FCM Proceeds	\$ 218,000	\$ 65,000	\$ 3,617,000	\$ 400,000	\$ 4,300,000
Estimated Annual FCM Expenses	\$ 28,500	\$ 10,000	\$ 160,000	\$ 41,820	\$ 240,320
Actual FCM Proceeds					
Qtr. 1	\$ 53,142	\$ 12,128	\$ 425,537	\$ 67,175	\$ 557,982
Qtr. 2	-	-	-	-	-
Qtr. 3	-	-	-	-	-
Qtr. 4	-	-	-	-	-
Total	\$ 53,142	\$ 12,128	\$ 425,537	\$ 67,175	\$ 557,982
Actual FCM Expenses					
Financial Assurance					
Qtr. 1	\$ -	\$ -	\$ -	\$ -	\$ -
Qtr. 2	-	-	-	-	-
Qtr. 3	-	-	-	-	-
Qtr. 4	-	-	-	-	-
Total	\$ -	\$ -	\$ -	\$ -	\$ -
Other					
Qtr. 1	\$ 2,282	\$ -	\$ 5,165	\$ 3,141	\$ 10,588
Qtr. 2	-	-	-	-	-
Qtr. 3	-	-	-	-	-
Qtr. 4	-	-	-	-	-
Total	\$ 2,282	\$ -	\$ 5,165	\$ 3,141	\$ 10,588
Total Financial Assurance & Other	\$ 2,282	\$ -	\$ 5,165	\$ 3,141	\$ 10,588
Actual Net FCM Proceeds*	\$ 50,859	\$ 12,128	\$ 420,373	\$ 64,034	\$ 547,394

* The Statewide Electric Utilities leverage the Forward Capacity Market which provides additional energy efficiency funds to the NH Statewide energy efficiency programs. The FCM proceeds budget and actual FCM proceeds are allocated to the residential and the C&I sectors based on an estimate of each sector's contribution to peak demand reduction (approximately 30% for the Residential sector and 70% for the C&I sector). Initially approved by the Commission in its Order No. 24,930 in DE 08-130 dated January 5, 2009 (2009 Statewide Programs) and in all subsequent Statewide program Orders.

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Expenses By Activity
Residential Programs

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Home Energy Assistance	Internal Admin	\$ 581	\$ 1,282	\$ 28,069	\$ 13,801	\$ 43,733	\$ 1,746	\$ 6,834	\$ 8,580	\$ 52,313
	External Admin	-	792	-	635	1,427	-	289	289	1,716
	Rebate/Services	19,309	11,636	499,775	38,869	569,588	150,495	1,492	151,987	721,575
	Implementation Services	11,300	5,840	18,884	10,737	46,760	17,580	6,030	23,611	70,371
	Marketing	2,415	48	271	1,355	4,089	7,896	585	8,481	12,570
	EM&V	5,074	211	5,407	1,747	12,439	13,012	977	13,988	26,427
	Total	\$ 38,678	\$ 19,809	\$ 552,405	\$ 67,145	\$ 678,037	\$ 190,729	\$ 16,206	\$ 206,935	\$ 884,972
EnergyStar® Homes	Internal Admin	\$ 50	\$ 1,386	\$ 9,333	\$ 3,328	\$ 14,096	\$ 652	\$ 4,549	\$ 5,200	\$ 19,297
	External Admin	-	234	-	153	387	-	192	192	579
	Rebate/Services	435	7,070	435,349	14,460	457,314	7,200	161	7,361	464,675
	Implementation Services	3,388	15,251	13,504	3,276	35,419	2,273	3,922	6,195	41,614
	Marketing	1,504	96	3,550	326	5,476	1,068	390	1,457	6,933
	EM&V	1,553	900	998	2,023	5,474	1,760	1,385	3,145	8,619
	Total	\$ 6,930	\$ 24,935	\$ 462,734	\$ 23,567	\$ 518,165	\$ 12,952	\$ 10,599	\$ 23,551	\$ 541,716
HP w/EnergyStar®	Internal Admin	\$ 495	\$ 1,851	\$ 17,581	\$ 7,681	\$ 27,608	\$ 732	\$ 3,879	\$ 4,611	\$ 32,219
	External Admin	-	312	12	353	678	-	164	164	841
	Rebate/Services	18,895	15,071	212,956	36,990	283,912	37,109	10,571	47,680	331,593
	Implementation Services	2,294	12,822	38,667	18,365	72,147	10,738	6,607	17,345	89,492
	Marketing	4,821	70	2,876	754	8,520	5,725	332	6,057	14,578
	EM&V	2,400	211	4,286	972	7,869	9,434	555	9,989	17,858
	Total	\$ 28,905	\$ 30,336	\$ 276,377	\$ 65,115	\$ 400,734	\$ 63,739	\$ 22,108	\$ 85,846	\$ 486,580
EnergyStar® Products	Internal Admin	\$ 526	\$ 3,256	\$ 16,630	\$ 10,315	\$ 30,727	\$ 1,205	\$ 5,953	\$ 7,158	\$ 37,886
	External Admin	-	549	-	474	1,023	-	396	396	1,419
	Rebate/Services	22,784	24,317	220,262	36,011	303,374	10,291	60,305	70,596	373,971
	Implementation Services	8,094	24,695	19,131	8,235	60,155	16,366	7,055	23,421	83,576
	Marketing	6,143	1,748	34,755	2,404	45,050	6,400	604	7,004	52,054
	EM&V	3,106	-	1,778	1,306	6,190	10,547	851	11,398	17,588
	Total	\$ 40,652	\$ 54,565	\$ 292,556	\$ 58,745	\$ 446,519	\$ 44,810	\$ 75,164	\$ 119,973	\$ 566,493

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Expenses by Activity
Residential Programs (Continued)

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas		
Other*	Internal Admin	\$ 981	\$ -	\$ 4,188	\$ 1,394	\$ 6,563	\$ -	\$ -	\$ -	\$ 6,563
	External Admin	-	-	-	-	-	-	-	-	-
	Rebate/Services	-	-	119,353	-	119,353	-	-	-	119,353
	Implementation Services	-	-	1,665	-	1,665	-	-	-	1,665
	Marketing	-	-	-	-	-	-	-	-	-
	EM&V	-	-	425	-	425	-	-	-	425
	Total	\$ 981	\$ -	\$ 125,631	\$ 1,394	\$ 128,006	\$ -	\$ -	\$ -	\$ 128,006
Total Residential	Internal Admin	\$ 2,633	\$ 7,775	\$ 75,801	\$ 36,519	\$ 122,728	\$ 4,335	\$ 21,215	\$ 25,549	\$ 148,277
	External Admin	-	1,886	12	1,616	3,515	-	1,040	1,040	4,555
	Rebate/Services	61,423	58,094	1,487,695	126,330	1,733,542	205,096	72,528	277,624	2,011,166
	Implementation Services	25,076	58,607	91,850	40,613	216,146	46,957	23,614	70,572	286,718
	Marketing	14,882	1,962	41,452	4,839	63,135	21,089	1,911	23,000	86,135
	EM&V	12,133	1,321	12,893	6,048	32,395	34,753	3,768	38,521	70,916
	Total	\$ 116,147	\$ 129,646	\$ 1,709,703	\$ 215,965	\$ 2,171,461	\$ 312,230	\$ 124,076	\$ 436,306	\$ 2,607,767
Total %	Internal Admin	2.3%	6.0%	4.4%	16.9%	5.7%	1.4%	17.1%	5.9%	5.7%
	External Admin	0.0%	1.5%	0.0%	0.7%	0.2%	0.0%	0.8%	0.2%	0.2%
	Rebate/Services	52.9%	44.8%	87.0%	58.5%	79.8%	65.7%	58.5%	63.6%	77.1%
	Implementation Services	21.6%	45.2%	5.4%	18.8%	10.0%	15.0%	19.0%	16.2%	11.0%
	Marketing	12.8%	1.5%	2.4%	2.2%	2.9%	6.8%	1.5%	5.3%	3.3%
	EM&V	10.4%	1.0%	0.8%	2.8%	1.5%	11.1%	3.0%	8.8%	2.7%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

* Other includes company-specific programs, education, forward capacity market and loan program implementation expenses.

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Expenses by Activity
C&I and Municipal Programs

		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Large Business Energy Solutions	Internal Admin	\$ 716	\$ 3,589	\$ 42,772	\$ 16,894	\$ 63,970	\$ 2,338	\$ 6,519	\$ 8,858	\$ 72,827
	External Admin	-	605	-	949	1,553	-	289	289	1,843
	Rebate/Services	6,360	36,388	373,207	10,349	426,305	24,512	4,906	29,418	455,722
	Implementation Services	26,609	14,256	112,092	16,269	169,226	27,729	14,939	42,668	211,894
	Marketing	9,933	135	3,915	2,023	16,007	5,781	587	6,368	22,375
	EM&V	9,096	-	4,923	2,610	16,629	20,223	979	21,202	37,831
	Total	\$ 52,713	\$ 54,973	\$ 536,909	\$ 49,094	\$ 693,689	\$ 80,583	\$ 28,219	\$ 108,802	\$ 802,492
Small Business Energy Solutions	Internal Admin	\$ 514	\$ 1,670	\$ 25,256	\$ 17,994	\$ 45,433	\$ 2,249	\$ 13,170	\$ 15,418	\$ 60,852
	External Admin	-	281	-	808	1,090	-	1,017	1,017	2,106
	Rebate/Services	20,163	13,342	87,854	64,473	185,831	21,537	29,007	50,543	236,374
	Implementation Services	17,005	12,697	87,545	10,949	128,195	24,999	4,042	29,041	157,236
	Marketing	2,263	63	812	1,544	4,681	5,078	1,130	6,208	10,890
	EM&V	5,761	-	4,185	2,225	12,171	17,764	1,677	19,441	31,612
	Total	\$ 45,705	\$ 28,052	\$ 205,652	\$ 97,992	\$ 377,401	\$ 71,627	\$ 50,042	\$ 121,668	\$ 499,070
Municipal	Internal Admin	\$ 71	\$ 9,420	\$ 11,816	\$ 11,828	\$ 33,134	\$ -	\$ -	\$ -	\$ 33,134
	External Admin	-	1,587	-	561	2,149	-	-	-	2,149
	Rebate/Services	3,360	110,482	33,814	32,054	179,710	-	-	-	179,710
	Implementation Services	6,730	12,130	1,968	1,822	22,650	-	-	-	22,650
	Marketing	915	355	271	1,379	2,919	-	-	-	2,919
	EM&V	2,329	-	1,263	1,545	5,137	-	-	-	5,137
	Total	\$ 13,404	\$ 133,974	\$ 49,131	\$ 49,189	\$ 245,699	\$ -	\$ -	\$ -	\$ 245,699
Other*	Internal Admin	\$ 1,398	\$ 323	\$ 9,684	\$ 1,747	\$ 13,152	\$ -	\$ -	\$ -	\$ 13,152
	External Admin	-	54	-	-	54	-	-	-	54
	Rebate/Services	200	3,278	158,960	-	162,438	150	-	150	162,588
	Implementation Services	-	1,270	9,139	5,838	16,247	-	2,393	2,393	18,640
	Marketing	-	12	1,207	-	1,219	-	-	-	1,219
	EM&V	-	-	1,035	-	1,035	-	-	-	1,035
	Total	\$ 1,598	\$ 4,937	\$ 180,025	\$ 7,586	\$ 194,146	\$ 150	\$ 2,393	\$ 2,543	\$ 196,689

* Other includes company-specific programs, education, forward capacity market and loan program implementation expenses.

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Expenses by Activity
C&I and Municipal Program Total and Grand Total (Residential, C&I and Municipal)

		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Total C&I and Municipal	Internal Admin	\$ 2,699	\$ 15,000	\$ 89,527	\$ 48,463	\$ 155,690	\$ 4,587	\$ 19,689	\$ 24,276	\$ 179,965
	External Admin	-	2,528	-	2,318	4,846	-	1,306	1,306	6,152
	Rebate/Services	30,083	163,490	653,835	106,876	954,284	46,198	33,913	80,111	1,034,394
	Implementation Services	50,344	40,352	210,743	34,879	336,317	52,728	21,374	74,102	410,419
	Marketing	13,110	566	6,205	4,946	24,826	10,859	1,717	12,576	37,403
	EM&V	17,186	-	11,407	6,380	34,972	37,987	2,656	40,643	75,615
	Total	\$ 113,421	\$ 221,936	\$ 971,717	\$ 203,862	\$ 1,510,935	\$ 152,360	\$ 80,655	\$ 233,014	\$ 1,743,949
Total C&I and Municipal %	Internal Admin	2.4%	6.8%	9.2%	23.8%	10.3%	3.0%	24.4%	10.4%	10.3%
	External Admin	0.0%	1.1%	0.0%	0	0.3%	0.0%	1.6%	0.6%	0.4%
	Rebate/Services	26.5%	73.7%	67.3%	52.4%	63.2%	30.3%	42.0%	34.4%	59.3%
	Implementation Services	44.4%	18.2%	21.7%	0	22.3%	34.6%	26.5%	31.8%	23.5%
	Marketing	11.6%	0.3%	0.6%	2.4%	1.6%	7.1%	2.1%	5.4%	2.1%
	EM&V	15.2%	0.0%	1.2%	3.1%	2.3%	24.9%	3.3%	17.4%	4.3%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Grand Total (Residential, C&I and Municipal)	Internal Admin	\$ 5,331	\$ 22,776	\$ 165,328	\$ 84,983	\$ 278,418	\$ 8,922	\$ 40,903	\$ 49,825	\$ 328,243
	External Admin	-	4,414	12	3,934	8,361	-	2,346	2,346	10,707
	Rebate/Services	91,506	221,584	2,141,530	233,206	2,687,825	251,294	106,441	357,735	3,045,560
	Implementation Services	75,420	98,958	302,593	75,492	552,463	99,685	44,988	144,674	697,137
	Marketing	27,992	2,528	47,657	9,785	87,962	31,948	3,628	35,576	123,538
	EM&V	29,318	1,321	24,300	12,428	67,367	72,740	6,424	79,164	146,531
	Total	\$ 229,567	\$ 351,581	\$ 2,681,420	\$ 419,827	\$ 3,682,396	\$ 464,589	\$ 204,731	\$ 669,320	\$ 4,351,715
Grand Total % (Residential, C&I and Municipal)	Internal Admin	2.3%	6.5%	6.2%	20.2%	7.6%	1.9%	20.0%	7.4%	7.5%
	External Admin	0.0%	1.3%	0.0%	0.9%	0.2%	0.0%	1.1%	0.4%	0.2%
	Rebate/Services	39.9%	63.0%	79.9%	55.5%	73.0%	54.1%	52.0%	53.4%	70.0%
	Implementation Services	32.9%	28.1%	11.3%	18.0%	15.0%	21.5%	22.0%	21.6%	16.0%
	Marketing	12.2%	0.7%	1.8%	2.3%	2.4%	6.9%	1.8%	5.3%	2.8%
	EM&V	12.8%	0.4%	0.9%	3.0%	1.8%	15.7%	3.1%	11.8%	3.4%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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Evaluation, Monitoring and Verification (EM&V)

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Annual Budget ¹		\$ 84,459	\$ 1,014,813	\$ 185,647	\$ 1,284,919	\$ 299,200	\$ 71,138	\$ 370,338	\$ 1,655,257
Actual Expenses ²									
Qtr. 1	\$ 24,801	\$ 2,923	\$ 111,310	\$ 3,276	\$ 142,310	\$ 37,025	\$ 2,047	\$ 39,072	\$ 181,382
Qtr. 2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Qtr. 3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Qtr. 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 24,801	\$ 2,923	\$ 111,310	\$ 3,276	\$ 142,310	\$ 37,025	\$ 2,047	\$ 39,072	\$ 181,382

Notes:

- (1) The Evaluation, Monitoring and Verification budget is based on 5% of the annual Statewide Energy Efficiency Program budget.
(2) The actual EM&V expenses for each program are included in the expense totals reported for each program.

Status of EM&V Studies:

	Est. Cost	Vendor	Status
NE Avoided Energy Supply Cost Study (2015)	\$38,000	TCR	Completed: 3-27-2015 (Revised 3-25-2016)
- Peak/Super Peak Avoided Cost Study	\$10,000	TCR	Completed: 3-7-2016
- TCR Update for 2018 Plan (Appendices B, C, D)	\$17,400	TCR	Completed: Q4 2016
Treat/Otter Auditing/Tracking Software	\$150,000	PSD	Annual cost billed monthly
NEEP/CEE Regional/National M&E:	\$100,000	NEEP	Ongoing
- Early Replacement Measures, Phase 2 (Gas)		Evergreen Econ	Completed: 11-4-2015
2015 NEEP Carryover Initiatives			
- Incremental Cost Research (Emerging Technologies)		NEEP	Completed: Q2 2016
- Net Savings Guidelines & Supporting Research		NEEP	Completed: Q2 2016
- Loadshape Data Catalog		NEEP	Completed: Q2 2016
2016 NEEP Initiatives			
- Steering Committee Facilitation & Info Exchange		NEEP	Completed: Q4 2016
- EM&V Protocols, Reporting Tools & Training		NEEP	Completed: Q4 2016
- EM&V 2.0 - Advanced Data Collection & Data Analytics		NEEP	Ongoing thru 2019
- EM&V for EE & Demand Side Energy Resources Integration		NEEP	Completed: Q4 2016
- EM&V for New Technologies & Program Models		NEEP	Completed: Q4 2016
- State EE Data Analysis & Trends (REED database)		NEEP	Annual, Completed: Q4 2016
Energy Star Homes - Process & Impact Evaluation	\$160,000	ERS	ECD: Q2 2017
Small Business Lighting - Impact Evaluation	\$180,000	DNV-GL	ECD: Q4 2017
Home Energy Reports Pilot Program Evaluation (Eversource)	\$61,000	Navigant	Completed: 3-24-2016

Evaluations available at: http://www.puc.state.nh.us/Electric/Monitoring%20and%20Evaluation%20Reports/Monitoring_Evaluation_Report_List.htm

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Revolving Loan Fund (RLF)

Description		Electric Utilities			
		Liberty Utilities	NHEC	Eversource	Unitil
Amount Available to Loan					
	Revolving Loan Fund ¹	\$ 303,000	\$ 296,558	\$ 690,000	\$ 800,250
	Less: Loans	465,037	543,905	1,430,258	1,233,253
	Plus: Loan Payments Received	268,730	413,608	1,038,463	679,857
	Current Balance	106,693	166,260	298,205	246,854
	Less: Loans in Process	-	-	-	1,541
	Less: Potential Loans	-	-	12,000	-
	Amount Available to Loan	\$ 106,693	\$ 166,260	\$ 286,205	\$ 245,313
Maximum Loans and Maximum Term					
Residential	Maximum Loan	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000
	Maximum Term	2 Years	2 Years	2 Years	2 Years
Municipal and C&I ²	Maximum Loan	\$ 50,000			\$ 50,000
	Maximum Term	10 Years	Smart Start	Smart Start	10 Years
Year-to-date Project Financing Information					
Residential	No. of Projects Financed	-	11	14	6
	Average Loan Amount	\$ -	\$ 1,545	\$ 1,537	\$ 1,869
Municipal and C&I ²	No. of Projects Financed	-	-	-	2
	Average Loan Amount	N/A	N/A	N/A	30,605

Notes:

(1) Includes funds from a RGGI-funded grant awarded to the Electric Utilities in 2009 and Statewide Energy Efficiency Program funds.

(2) Not applicable to the NHEC and Eversource. Utilize SmartStart Loan Program.

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Smart Start Program

Description	NHEC	Eversource
Year-to-Date Amount Available to Loan		
Loan Fund Balance ¹	\$ 688,093	\$ 343,482
Less: Loans		11,385
Plus: Loan Repayments (excluding reserve for bad debt)		228,060
Current Balance	\$ 688,093	\$ 560,157
Less: Loans in Process	-	175,164
Less: Potential Loans	-	681,439
Less: Future Committed Loans	-	60,037
Add: Anticipated Loan Repayments Thru Year End	-	848,520
Amount Available to Loan	\$ 688,093	\$ 492,037
Year-to-Date Reserve for Bad Debt (Uncollectibles)		
Initial Balance	Not Applicable	257,777
Plus: Bad Debt Collections ²		10,860
Less: Bad Debt Charges		-
Ending Balance		\$ 268,637
Year-to-date Administrative and Implementation Expenses ³	\$ 1,165	\$ 2,296
Year-to-date Payments to Contractors Supporting Customer Projects		\$ 11,385
Year-to-date Performance Incentive ⁴	Not Applicable	\$ 13,032
Year-to-date Project Financing Information		
Municipal and C&I ⁵		
No. of Projects Financed		1
Total Loan Amount		\$ 11,385
Average Loan Amount		\$ 11,385
Lifetime kWh Savings ⁶		297,895
Lifetime MMBTU Savings ⁶		
Lifetime kWh Savings ⁷		
Lifetime MMBTU Savings ⁷		
Lifetime Electric Bill Savings		\$ 48,941

Notes:

(1) As of January 1, 2017.

(2) 5% of the loan amount is reserved for uncollectibles.

(3) Eversource's Annual Budget: \$52,000 (see page 16).

(4) The performance incentive is based on 6% of the loan repayments, excluding the reserve for bad debt.

(5) C&I not applicable to Eversource; Municipal only.

(6) Also reported in the applicable C&I program report.

(7) Incremental savings not reported elsewhere.

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Residential Third Party Financing Option
Funded Through the Statewide Programs

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas ¹	Sub-total Gas	
Amount Available for Interest Rate Buy-Downs									
Beginning Balance ¹	\$ 5,650	\$ 3,110	\$ 47,600	\$ 20,000	\$ 76,360	\$ 10,000	\$ 2,000	\$ 12,000	\$ 88,360
Less: Interest Rate Buy-Downs Paid	\$ 446	\$ 524	\$ 2,968	\$ -	\$ 3,938	\$ 4,627	\$ 2,030	\$ 6,657	\$ 10,595
Current Balance	\$ 5,204	\$ 2,586	\$ 44,632	\$ 20,000	\$ 72,422	\$ 5,373	\$ (30)	\$ 5,343	\$ 77,765
Less: Potential Interest Rate Buy-Downs ²	\$ 138	\$ -	\$ 10,951	\$ -	\$ 11,089	\$ 4,086	\$ -	\$ 4,086	\$ 15,175
Amount Available for Interest Rate Buy-Downs	\$ 5,066	\$ 2,586	\$ 33,681	\$ 20,000	\$ 61,333	\$ 1,287	\$ (30)	\$ 1,256	\$ 62,589
Year-to-date Project Loan Information									
No. of Projects Financed	1	1	10	-	12	4	2	6	18
Total Project Cost ³	\$ 9,967	\$ 14,708	\$ 76,782	\$ -	\$ 101,457	\$ 37,856	\$ -	\$ 37,856	\$ 139,313
Average Project Cost ³	\$ 9,967	\$ 14,708	\$ 7,678	\$ -	\$ 8,455	\$ 9,464	\$ -	\$ 6,309	\$ 7,740
Total Loan Amount	\$ 5,867	\$ 8,973	\$ 39,614	\$ -	\$ 54,454	\$ 37,756	\$ 19,490	\$ 57,246	\$ 111,700
Average Loan Amount	\$ 5,867	\$ 8,973	\$ 3,961	\$ -	\$ 4,538	\$ 9,439	\$ 9,745	\$ 9,541	\$ 6,206
Average Loan Term (years)	4.0	5.0	3.4	-	3.6	5.5	5.5	5.5	4.2
Total Interest Rate Buy-Down Amount	\$ 446	\$ 524	\$ 2,968	\$ -	\$ 3,938	\$ 4,627	\$ 2,030	\$ 6,658	\$ 10,596
Average Interest Rate Buy-Down Amount	\$ 446	\$ 524	\$ 297	\$ -	\$ 328	\$ 1,157	\$ 1,015	\$ 1,110	\$ 589
Average Gross Interest Rate	5.99%	5.99%	6.24%	0.00%	6.20%	6.37%	5.99%	6.24%	6.21%
Average Customer Interest Rate	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
Average Sq. Footage of Home (HPWES Projects)	1,056	2,016	1,517	-	1,520	2,008	1,232	1,749	1,597
Total Estimated Annual Space Heating Energy Savings (MMBtu) ⁴	8	39	344	-	391	125	-	125	516
Average Estimated Annual Space Heating Energy Savings (MMBtu)	8	-	34	-	31	-	-	21	29
No. of Loan Write-offs	-	-	-	-	-	-	-	-	-
Total Loan Write-off Amount	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Pre-paid Interest Rate Buy-Down Amount Associated with Loan Write-off	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Notes:

- (1) As of January 1, 2017.
- (2) Estimated based on outstanding loan authorizations.
- (3) Includes utility and customer costs.
- (4) Also reported in the applicable Residential program reports. Includes space heating savings associated with all fuel sources.

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Electric Programs
Actual Customers Served, Program Expenses, Lifetime kWh and MMBtu Savings

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	7	87,938	2	31,586	103	1,525,712	7	72,443	119	1,717,679
Expenses / Lifetime MMBtu Savings	\$38,678	7,007	\$19,809	1,059	\$552,405	61,759	\$67,145	3,499	\$678,037	73,324
Home Performance w/ENERGY STAR										
Number of Rebates / Lifetime kWh Savings	7	523,140	6	52,795	123	3,086,332	13	114,924	149	3,777,191
Expenses / Lifetime MMBtu Savings	\$28,905	2,118	\$30,336	3,114	\$276,377	59,743	\$65,115	11,656	\$400,734	76,631
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	0	0	1	7,473	284	15,426,869	4	470,060	289	15,904,402
Expenses / Lifetime MMBtu Savings	\$6,930	0	\$24,935	2,230	\$462,734	126,272	\$23,567	3,844	\$518,165	132,346
ENERGY STAR Products										
Number of Rebates / Lifetime kWh Savings	2,664	1,609,167	6,478	1,494,490	7,860	8,475,905	841	2,033,305	17,843	13,612,867
Expenses / Lifetime MMBtu Savings	\$40,652	102	\$54,565	155	\$292,556	4,300	\$58,745	908	\$446,519	5,465
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	0	0	2	1,683,799	14	37,838,733	0	0	16	39,522,532
Expenses / Lifetime MMBtu Savings	\$52,713	0	\$54,973	0	\$536,909	0	\$49,094	0	\$693,689	0
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	5	1,255,023	3	559,247	14	3,064,636	8	2,472,324	30	7,351,230
Expenses / Lifetime MMBtu Savings	\$45,705	0	\$28,052	0	\$205,652	0	\$97,992	0	\$377,401	0
Municipal Program										
Number of Participants / Lifetime kWh Savings	0	0	3	1,373,112	9	1,184,123	6	775,402	18	3,332,637
Expenses / Lifetime MMBtu Savings	\$13,404	0	\$133,974	7,436	\$49,131	380	\$49,189	0	\$245,699	7,816
Educational Programs										
Expenses	\$297		\$3,772		-\$6,597		\$5,838		\$3,310	
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	0	0	0	0	45,654	1,984	0	0	45,654	1,984
Expenses / Lifetime MMBtu Savings	\$2,282	0	\$0	0	\$309,489	0	\$3,141	0	\$314,912	0
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$1,165		\$2,764		\$0		\$3,929	
Total Program Expenses	\$229,567		\$351,581		\$2,681,420		\$419,827		\$3,682,396	

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Electric Programs

Actual Customers Served, Program Expenses, Lifetime kWh and MMBtu Savings

(System Benefits Charge, Forward Capacity Market and Interest Funds Only) *

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	6	78,803	2	27,890	93	1,372,475	6	65,307	107	1,544,476
Expenses / Lifetime MMBtu Savings	\$34,660	6,279	\$17,491	935	\$496,924	55,556	\$60,530	3,154	\$609,605	65,925
Home Performance w/ENERGY STAR										
Number of Rebates / Lifetime kWh Savings	7	523,140	6	52,795	123	3,086,332	13	114,924	142	3,254,051
Expenses / Lifetime MMBtu Savings	\$28,905	2,118	\$30,336	3,114	\$276,377	59,743	\$65,115	11,656	\$400,734	74,513
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	0	0	1	7,473	284	15,426,869	4	470,060	289	15,904,402
Expenses / Lifetime MMBtu Savings	\$6,930	0	\$24,935	2,230	\$462,734	126,272	\$23,567	3,844	\$518,165	132,346
ENERGY STAR Products										
Number of Rebates / Lifetime kWh Savings	2,664	1,609,167	6,478	1,494,490	7,860	8,475,905	841	2,033,305	15,179	12,003,700
Expenses / Lifetime MMBtu Savings	\$40,652	102	\$54,565	155	\$292,556	4,300	\$58,745	908	\$446,519	5,363
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	0	0	2	1,683,799	14	37,838,733	0	0	21	40,777,555
Expenses / Lifetime MMBtu Savings	\$52,713	0	\$54,973	0	\$536,909	0	\$49,094	0	\$693,689	0
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	5	1,255,023	3	559,247	14	3,064,636	8	2,472,324	30	7,351,230
Expenses / Lifetime MMBtu Savings	\$45,705	0	\$28,052	0	\$205,652	0	\$97,992	0	\$377,401	0
Municipal Program										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
Educational Programs										
Expenses	\$297		\$3,772		-\$6,597		\$5,838		\$3,310	
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	0	0	0	0	45,654	1,984	0	0	45,654	1,984
Expenses / Lifetime MMBtu Savings	\$2,282	0	\$0	0	\$309,489	0	\$3,141	0	\$314,912	0
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$1,165		\$2,764		\$0		\$3,929	
Total Program Expenses	\$212,146		\$215,290		\$2,576,807		\$364,023		\$3,368,266	

*Allocation is based on actual RGGI proceeds apportioned to the HEA and Municipal Programs. Municipal Programs include carryovers.

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Electric Programs

Actual Customers Served, Program Expenses, Lifetime kWh and MMBtu Savings

(Energy Efficiency Fund Only - Regional Greenhouse Gas Initiative) *

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	1	9,135	0	3,696	10	153,237	1	7,136	12	173,203
Expenses / Lifetime MMBtu Savings	\$4,018	728	\$2,318	124	\$55,481	6,203	\$6,614	345	\$68,431	7,399
Home Performance w/ENERGY STAR										
Number of Rebates / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	-	\$0	0
ENERGY STAR Products										
Number of Rebates / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
Municipal Program										
Number of Participants / Lifetime kWh Savings	0	0	3	1,373,112	9	1,184,123	6	775,402	18	3,332,637
Expenses / Lifetime MMBtu Savings	\$13,404	0	\$133,974	7,436	\$49,131	380	\$49,189	0	\$245,699	7,816
Educational Programs										
Expenses	\$0		\$0		\$0		\$0		\$0	
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$0		\$0		\$0		\$0	
Total Program Expenses	\$17,422		\$136,292		\$104,613		\$55,804		\$314,130	

*Allocation is based on actual RGGI proceeds apportioned to the HEA and Municipal Programs. Municipal Programs include carryovers.

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Gas Programs
 Actual Customers Served, Program Expenses, Lifetime kWh and MMBtu Savings

	LU-Gas		Unitil-Gas		Total	
Home Energy Assistance						
Number of Units	27		0		27	
Expenses / Lifetime MMBtu Savings	\$190,729	22,814	\$16,206	0	\$206,935	22,814
Home Performance w/ENERGY STAR						
Number of Units	14		3		17	
Expenses / Lifetime MMBtu Savings	\$63,739	8,596	\$22,108	2,469	\$85,846	11,065
ENERGY STAR Homes						
Number of Homes	2		0		2	
Expenses / Lifetime MMBtu Savings	\$12,952	2,273	\$10,599	0	\$23,551	2,273
ENERGY STAR Products						
Number of Rebates	15		117		132	
Expenses / Lifetime MMBtu Savings	\$44,810	1,205	\$75,164	24,687	\$119,973	25,892
Large Business Energy Solutions						
Number of Participants	0		0		0	
Expenses / Lifetime MMBtu Savings	\$80,583	0	\$28,219	0	\$108,802	0
Small Business Energy Solutions						
Number of Participants	172		7		179	
Expenses / Lifetime MMBtu Savings	\$71,627	10,166	\$50,042	13,789	\$121,668	23,955
Educational Programs						
Expenses	\$150		\$2,393		\$2,543	
Company Specific Programs / FCM Expenses						
Number of Participants	38,000		0		38,000	
Expenses / Lifetime MMBtu Savings	\$145,779	16,233	\$0	0	\$145,779	16,233
Total Program Expenses	\$610,368		\$204,731		\$815,099	

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Program Results
RGGI Grant Award (RFP #14-004)

Description		2016			2017			2018			Total		
		Retail	Large Business	Sub-Total	Retail	Large Business	Sub-Total	Retail	Large Business	Sub-Total	Retail	Large Business	Total
Program Expenses ¹	Budget	\$ 223,256	\$ 148,837	\$ 372,093	\$ 223,256	\$ 148,837	\$ 372,093	\$ 223,256	\$ 148,837	\$ 372,093	\$ 669,768	\$ 446,511	\$ 1,116,279
	Actual	\$ 130,990	\$ 119,015	\$ 250,005	\$ 7,841	\$ 12,052	\$ 19,893	\$ -	\$ -	\$ -	\$ 138,831	\$ 131,067	\$ 269,898
	Percent	59%	80%	67%	4%	8%	5%	0%	0%	0%	21%	29%	24%
Program Participation	Goal	196	129	325	196	129	325	196	129	325	\$ 588	\$ 387	\$ 975
	Actual	119	25	144	9	1	10	-	-	-	\$ 128	\$ 26	\$ 154
	Percent	61%	19%	44%	5%	1%	3%	0%	0%	0%	22%	7%	16%
Annual kWh Savings	Goal	485	320	805	485	320	805	485	320	805	\$ 1,455	\$ 960	\$ 2,415
	Actual	6,080	18,134	24,214	-	-	-	-	-	-	\$ 6,080	\$ 18,134	\$ 24,214
	Percent	1254%	5667%	3008%	0%	0%	0%	0%	0%	0%	418%	1889%	1003%
Lifetime kWh Savings	Goal	8,729	5,754	14,483	8,729	5,754	14,483	8,729	5,754	14,483	\$ 26,187	\$ 17,262	\$ 43,449
	Actual	146,120	293,360	439,480	-	-	-	-	-	-	\$ 146,120	\$ 293,360	\$ 439,480
	Percent	1674%	5098%	3034%	0%	0%	0%	0%	0%	0%	558%	1699%	1011%
Annual MMBtu Savings	Goal	3,952	2,513	6,465	3,952	2,513	6,465	3,952	2,513	6,465	\$ 11,855	\$ 7,540	\$ 19,395
	Actual	2,188	6,273	8,461	187	156	343	-	-	-	\$ 2,375	\$ 6,429	\$ 8,804
	Percent	55%	250%	131%	5%	6%	5%	0%	0%	0%	20%	85%	45%
Lifetime MMBtu Savings	Goal	38,916	23,825	62,741	38,916	23,825	62,741	38,916	23,825	62,741	\$ 116,747	\$ 71,476	\$ 188,222
	Actual	43,643	44,400	88,043	83,835	45,083	128,918	-	-	-	\$ 127,478	\$ 89,483	\$ 216,961
	Percent	112%	186%	140%	215%	189%	205%	0%	0%	0%	109%	125%	115%
Annual CO2 Reductions (in Metric Tons)	Actual	142	434	576	12	10	22	-	-	-	154	444	598
Lifetime CO2 Reductions (in Metric Tons)	Actual	2,821	147,722	150,543	5,293	2,846	8,139	-	-	-	8,114	150,568	158,682

Notes:

(1) Program expenses shown in this report exclude the performance incentive. The performance incentive is calculated by multiplying the total actual program expenses by 7.5%