

CALCULATION OF THE DEFAULT SERVICE CHARGE

ORIGINAL

Schedule LSM-3
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 N.H.P.U.C. Case No. **DE 12-003**
 Superseding Eleventh-Tenth Revised Page 74
 Revised Page 74
 Exhibit No. **3**

Witness **Panel 1**

	Mar-12	Apr-12	Total
DO NOT REMOVE FROM FILE			

Non-G1 Class Default Service:	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Apr-12	Total
Power Supply Charge							
1 Reconciliation	\$118,712	\$130,853	\$144,437	\$129,737	\$125,193	\$109,835	\$756,766
2 Total Costs	<u>\$4,310,516</u>	<u>\$5,242,390</u>	<u>\$6,404,978</u>	<u>\$5,774,660</u>	<u>\$4,629,087</u>	<u>\$4,069,824</u>	<u>\$30,441,355</u>
3 Reconciliation plus Total Costs (L.1 + L.2)	\$4,429,229	\$5,373,143	\$6,549,415	\$5,904,397	\$4,754,280	\$4,179,658	\$31,198,121
4 kWh Purchases	<u>66,740,691</u>	<u>73,565,609</u>	<u>81,203,115</u>	<u>72,038,785</u>	<u>69,259,531</u>	<u>61,749,587</u>	<u>425,457,318</u>
5 Total, Before Losses (L.3 + L.4)	\$0.06636	\$0.07304	\$0.08065	\$0.08095	\$0.06876	\$0.06769	\$0.07333
6 Losses	6.40%	6.40%	6.40%	6.40%	6.40%	6.40%	6.40%
7 Total Retail Rate - Variable Power Supply Charge (L.5 * (1+L.6))	\$0.07061	\$0.07771	\$0.08582	\$0.08613	\$0.07316	\$0.07202	
8 Total Retail Rate - Fixed Power Supply Charge (L.5 * (1+L.6))							\$0.07802
Renewable Portfolio Standard (RPS) Charge							
9 Reconciliation	(\$28,680)	(\$31,613)	(\$34,895)	(\$31,343)	(\$29,762)	(\$26,535)	(\$182,827)
10 Total Costs	<u>\$152,280</u>	<u>\$168,049</u>	<u>\$215,994</u>	<u>\$193,207</u>	<u>\$183,462</u>	<u>\$163,570</u>	<u>\$1,077,561</u>
11 Reconciliation plus Total Costs (L.9 + L.10)	\$124,600	\$137,336	\$180,199	\$161,864	\$153,700	\$137,035	\$894,734
12 kWh Purchases	<u>66,740,691</u>	<u>73,565,609</u>	<u>81,203,115</u>	<u>72,038,785</u>	<u>69,259,531</u>	<u>61,749,587</u>	<u>425,457,318</u>
13 Total, Before Losses (L.11 + L.12)	\$0.00187	\$0.00187	\$0.00222	\$0.00222	\$0.00222	\$0.00222	\$0.00210
14 Losses	6.40%	6.40%	6.40%	6.40%	6.40%	6.40%	6.40%
15 Total Retail Rate - Variable RPS Charge (L.13 * (1+L.14))	\$0.00199	\$0.00199	\$0.00236	\$0.00236	\$0.00236	\$0.00236	
16 Total Retail Rate - Fixed RPS Charge (L.13 * (1+L.14))							\$0.00224
17 Total Retail Rate - Variable Default Service Charge (L.7 + L.15)	\$0.07260	\$0.07970	\$0.08818	\$0.08849	\$0.07552	\$0.07438	
18 Total Retail Rate - Fixed Default Service Charge (L.8 + L.16)							\$0.08026

As shown on Schedule LSM-3, Page 2							
Non-G1 Class Default Service:	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Total
Power Supply Charge							
1 Reconciliation	\$130,981	\$159,056	\$158,790	\$185,265	\$144,849	\$149,456	\$928,397
2 Total Costs	<u>\$3,420,246</u>	<u>\$4,079,415</u>	<u>\$4,440,651</u>	<u>\$5,185,879</u>	<u>\$3,725,315</u>	<u>\$3,867,544</u>	<u>\$24,719,051</u>
3 Reconciliation plus Total Costs (L.1 + L.2)	\$3,551,228	\$4,238,470	\$4,599,441	\$5,371,145	\$3,870,164	\$4,017,000	\$25,647,447
4 kWh Purchases	<u>58,363,921</u>	<u>70,873,661</u>	<u>70,755,027</u>	<u>82,552,369</u>	<u>64,543,305</u>	<u>66,595,980</u>	<u>413,684,262</u>
5 Total, Before Losses (L.3 + L.4)	\$0.06085	\$0.05980	\$0.06501	\$0.06506	\$0.05996	\$0.06032	\$0.06200
6 Losses	6.40%	6.40%	6.40%	6.40%	6.40%	6.40%	6.40%
7 Total Retail Rate - Variable Power Supply Charge (L.5 * (1+L.6))	\$0.06474	\$0.06363	\$0.06917	\$0.06923	\$0.06380	\$0.06418	
8 Total Retail Rate - Fixed Power Supply Charge (L.5 * (1+L.6))							\$0.06597

As shown on Schedule LSM-3, Page 1							
Renewable Portfolio Standard (RPS) Charge							
9 Reconciliation	(\$32,217)	(\$39,122)	(\$39,057)	(\$45,569)	(\$35,628)	(\$36,761)	(\$228,354)
10 Total Costs	<u>\$205,794</u>	<u>\$249,900</u>	<u>\$249,480</u>	<u>\$291,076</u>	<u>\$227,581</u>	<u>\$234,817</u>	<u>\$1,458,649</u>
11 Reconciliation plus Total Costs (L.9 + L.10)	\$173,577	\$210,778	\$210,423	\$245,507	\$191,953	\$198,056	\$1,230,294
12 kWh Purchases	<u>58,363,921</u>	<u>70,873,661</u>	<u>70,755,027</u>	<u>82,552,369</u>	<u>64,543,305</u>	<u>66,595,980</u>	<u>413,684,262</u>
13 Total, Before Losses (L.11 + L.12)	\$0.00297	\$0.00297	\$0.00297	\$0.00297	\$0.00297	\$0.00297	\$0.00297
14 Losses	6.40%	6.40%	6.40%	6.40%	6.40%	6.40%	6.40%
15 Total Retail Rate - Variable RPS Charge (L.13 * (1+L.14))	\$0.00316	\$0.00316	\$0.00316	\$0.00316	\$0.00316	\$0.00316	
16 Total Retail Rate - Fixed RPS Charge (L.13 * (1+L.14))							\$0.00316
17 Total Retail Rate - Variable Default Service Charge (L.7 + L.15)	\$0.06790	\$0.06679	\$0.07233	\$0.07239	\$0.06696	\$0.06734	
18 Total Retail Rate - Fixed Default Service Charge (L.8 + L.16)							\$0.06913

Authorized by NHPUC Order No. 35,369 in Case No. DE 12-003-1-028, dated September 16, 2011

Unitil Energy Systems, Inc.
Calculation of Non-G1 Class Default Service Power Supply Charge

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	<u>May-12</u> <u>Estimated</u>	<u>Jun-12</u> <u>Estimated</u>	<u>Jul-12</u> <u>Estimated</u>	<u>Aug-12</u> <u>Estimated</u>	<u>Sep-12</u> <u>Estimated</u>	<u>Oct-12</u> <u>Estimated</u>	<u>Total</u>
1 Reconciliation (1)	\$130,981	\$159,056	\$158,790	\$185,265	\$144,849	\$149,456	\$928,397
2 Total Costs (Page 2)	\$3,420,246	\$4,079,415	\$4,440,651	\$5,185,879	\$3,725,315	\$3,867,544	\$24,719,051
3 Reconciliation plus Total Costs (L.1 + L.2)	\$3,551,228	\$4,238,470	\$4,599,441	\$5,371,145	\$3,870,164	\$4,017,000	\$25,647,447
4 kWh Purchases	<u>58,363,921</u>	<u>70,873,661</u>	<u>70,755,027</u>	<u>82,552,369</u>	<u>64,543,305</u>	<u>66,595,980</u>	<u>413,684,262</u>
5 Total, Before Losses (L.3 / L.4)	\$0.06085	\$0.05980	\$0.06501	\$0.06506	\$0.05996	\$0.06032	\$0.06200
6 Losses	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>
7 Total Retail Rate - Variable Power Supply Charge (L.5 * (1+L.6))	\$0.06474	\$0.06363	\$0.06917	\$0.06923	\$0.06380	\$0.06418	
8 Total Retail Rate - Fixed Power Supply Charge (L.5 * (1+L.6))							\$0.06597

(1) Balance as of January 31, 2012 modified, as detailed below, to reflect that current rates (through April 30, 2012) include a charge for the undercollection as of January 31, 2011. Amount is further modified to remove the remainder of Smart Grid expenses (amounts not yet collected) in order to recover over the period May-October 2012. The figure is then allocated between rate periods (May-October 2012 and November 2012-April 2013) with remaining Smart Grid expenses added to May-October 2012, and then to each month, May through October 2012, on equal per kWh basis.

a	January 31, 2012 actual balance - Schedule LSM-2, Page 2	\$1,961,861	
b	less: Estimated remaining prior period reconciliation - Feb, Mar, Apr 2012		
c	Estimated kWh Sales Feb-Apr 2012	190,288,838	
d	Amount of reconciliation in current rate	<u>\$0.00189</u>	
e	Estimated amount of reconciliation - Feb-Apr 2012	\$359,646	
f	less: Smart Grid expenses through Jan 2012 less amount included in Nov11-Apr12 reconciliation	\$246,642	
g	Reconciliation for May 1, 2012-Apr 30, 2013 (not including remaining Smart Grid expenses) (line a-line e-line f)	\$1,355,572	
h	Total Smart Grid Expenses per DE 09-137	\$419,934	
i	Smart Grid expenses included in Non-G1 default service rates Nov 2011-Apr 2012	<u>\$166,206</u>	
j	Smart Grid expenses to recover May 2012-Oct 2012 (line h-line i)	\$253,728	
k	kWh purchases forecast May-October 2012	413,684,262	49.77%
l	kWh purchases forecast November 2012-April 2013	<u>417,463,731</u>	50.23%
m	Total	831,147,993	
n	Reconciliation amount for May-October 2012	(line g * line k%) + line j	\$928,397
o	Reconciliation amount for November 2012-April 2013	(line g * line l%)	<u>\$680,904</u>
p	Total	(line n + line o)	\$1,609,301

Unitil Energy Systems, Inc.
 Reconciliation of Non-G1 Class Power Supply Charge Costs and Revenues

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	(a) Beginning Balance	(b) Total Costs (Page 3)	(c) Total Revenue (Page 4)	(d) Ending Balance Before Interest (a + b - c)	(e) Average Monthly Balance ((a+d) / 2)	(f) Interest Rate	(g) Number of Days / Month	(h) Computed Interest	(i) Ending Balance with Interest (d + h)
Feb-11	\$1,239,132	\$5,243,126	\$4,789,886	\$1,692,372	\$1,465,752	3.25%	28	\$3,654	\$1,696,026
Mar-11	\$1,696,026	\$4,972,219	\$5,700,779	\$967,466	\$1,331,746	3.25%	31	\$3,676	\$971,142
Apr-11	\$971,142	\$4,316,318	\$4,027,498	\$1,259,963	\$1,115,553	3.25%	30	\$2,980	\$1,262,943
May-11	\$1,262,943	\$3,497,252	\$3,926,309	\$833,886	\$1,048,414	3.25%	31	\$2,894	\$836,780
Jun-11	\$836,780	\$4,549,863	\$3,394,030	\$1,992,613	\$1,414,697	3.25%	30	\$3,779	\$1,996,392
Jul-11	\$1,996,392	\$5,790,052	\$5,883,082	\$1,903,363	\$1,949,878	3.25%	31	\$5,382	\$1,908,745
Aug-11	\$1,908,745	\$5,486,108	\$4,846,991	\$2,547,862	\$2,228,303	3.25%	31	\$6,151 (1)	\$2,554,013
Sep-11	\$2,554,013	\$3,844,244	\$4,324,576	\$2,073,681	\$2,313,847	3.25%	30	\$6,181	\$2,079,862
Oct-11	\$2,079,862	\$3,765,651	\$4,062,970	\$1,782,543	\$1,931,202	3.25%	31	\$5,331	\$1,787,873
Nov-11	\$1,787,873	\$3,968,932	\$4,057,410	\$1,699,396	\$1,743,634	3.25%	30	\$4,658	\$1,704,053
Dec-11	\$1,704,053	\$5,026,773	\$5,146,450	\$1,584,376	\$1,644,215	3.25%	31	\$4,538	\$1,588,915
Jan-12	\$1,588,915	<u>\$5,731,596</u>	<u>\$5,363,531</u>	\$1,956,980	\$1,772,947	3.25%	31	<u>\$4,880</u>	\$1,961,861
Total		\$56,192,135	\$55,523,511					\$54,104	

(1) Interest adjustment of \$172,675.60, related to customer billing adjustment, has been excluded. Interest on balances for September 2011-January 2012 do not include impacts due to customer billing adjustment.

Calculation of Working Capital

Supplier Charges and GIS Support Payments

	(a)	(b)	<u>Calculation of Working Capital</u>			(f)	(g)	(h)	(i)	(j)	(k)
	Total Non-G1	GIS	<u>Supplier Charges and GIS Support Payments</u>			Supply	Provision	Internal	Legal	Consulting	Total Costs
	Class DS	Support	Number of	Working	Prime Rate	Related	for	Company	Charges	Outside Service	(sum a + b + f +
	Supplier	Payments	Days of Lag /	Capital		Working	Uncollected	Administrative		Charges	g + h + i + j)
	Charges (1)		365	Requirement		Capital (d * e)	Accounts	Costs			
				((a+b)*c)							
Feb-11	\$5,149,283	\$643	4.36%	\$224,339	3.25%	\$7,291	\$43,006	\$1,999	\$0	\$40,905	\$5,243,126
Mar-11	\$4,937,013	\$650	4.36%	\$215,093	3.25%	\$6,991	\$18,746	\$1,999	\$0	\$6,820	\$4,972,219
Apr-11	\$4,218,507	\$561	4.36%	\$183,790	3.25%	\$5,973	\$66,892	\$1,999	\$755	\$21,631	\$4,316,318
May-11	\$3,390,536	\$600	6.05%	\$205,141	3.25%	\$6,667	\$50,113	\$1,999	\$0	\$47,336	\$3,497,252
Jun-11	\$4,435,027	\$504	6.05%	\$268,319	3.25%	\$8,720	\$58,436	\$1,999	\$0	\$45,177	\$4,549,863
Jul-11	\$5,670,122	\$507	6.05%	\$343,034	3.25%	\$11,149	\$50,374	\$1,999	\$0	\$55,901	\$5,790,052
Aug-11	\$5,393,329	\$774	6.05%	\$326,306	3.25%	\$10,605	\$64,567	\$1,999	\$0	\$14,834	\$5,486,108
Sep-11	\$3,777,506	\$700	6.05%	\$228,556	3.25%	\$7,428	\$44,688	\$1,999	\$0	\$11,922	\$3,844,244
Oct-11	\$3,700,674	\$627	6.05%	\$223,903	3.25%	\$7,277	\$37,431	\$1,999	\$0	\$17,643	\$3,765,651
Nov-11	\$3,902,249	\$553	6.05%	\$236,093	3.25%	\$7,673	\$55,248	\$2,069	\$0	\$1,141	\$3,968,932
Dec-11	\$4,967,639	\$500	6.05%	\$300,538	3.25%	\$9,767	\$13,488	\$2,069	\$0	\$33,309	\$5,026,773
Jan-12	<u>\$5,675,626</u>	<u>\$523</u>	6.05%	<u>\$343,368</u>	3.25%	<u>\$11,159</u>	<u>\$37,868</u>	<u>\$2,069</u>	<u>(\$519)</u>	<u>\$4,870</u>	<u>\$5,731,596</u>
Total	\$55,217,511	\$7,141				\$100,701	\$540,858	\$24,200	\$235	\$301,488	\$56,192,135

Unitil Energy Systems, Inc.
 Non-G1 Class Default Service Power Supply Charge Revenue

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	(a) Total Non-G1 Class Billed Default Service kWh (1)	(b) Unbilled Factor (2)	(c) Non-G1 Class Unbilled kWh (a * b)	(d) Effective Fixed Power Supply Charge	(e) Non-G1 Class Unbilled Power Supply Charge Revenue (c * d)	(f) Reversal of prior month unbilled	(g) Total Billed Non- G1 Class Power Supply Charge Revenue (1)	(h) Total Revenue (e + f + g)
Feb-11	68,567,125	45.23%	31,011,033	\$0.07686	\$2,383,508	(\$2,871,928)	\$5,278,306	\$4,789,886
Mar-11	62,137,929	69.22%	43,009,697	\$0.07686	\$3,305,725	(\$2,383,508)	\$4,778,562	\$5,700,779
Apr-11	59,671,105	59.94%	35,767,955	\$0.07686	\$2,749,125	(\$3,305,725)	\$4,584,098	\$4,027,498
May-11	52,108,888	75.96%	39,581,605	\$0.07094	\$2,807,919	(\$2,749,125)	\$3,867,515	\$3,926,309
Jun-11	57,729,971	51.51%	29,739,033	\$0.07094	\$2,109,687	(\$2,807,919)	\$4,092,262	\$3,394,030
Jul-11	71,072,368	58.52%	41,592,239	\$0.07094	\$2,950,553	(\$2,109,687)	\$5,042,215	\$5,883,082
Aug-11	73,381,981	49.79%	36,537,814	\$0.07094	\$2,591,993	(\$2,950,553)	\$5,205,552 (3)	\$4,846,991
Sep-11	68,146,795	43.05%	29,335,591	\$0.07094	\$2,081,067	(\$2,591,993)	\$4,835,502	\$4,324,576
Oct-11	55,076,892	57.30%	31,556,350	\$0.07094	\$2,238,607	(\$2,081,067)	\$3,905,429	\$4,062,970
Nov-11	55,717,396	49.98%	27,849,670	\$0.07802	\$2,172,831	(\$2,238,607)	\$4,123,186	\$4,057,410
Dec-11	59,037,815	59.02%	34,843,228	\$0.07802	\$2,718,469	(\$2,172,831)	\$4,600,812	\$5,146,450
Jan-12	<u>69,037,974</u>	49.98%	34,502,251	\$0.07802	<u>\$2,691,866</u>	<u>(\$2,718,469)</u>	<u>\$5,390,134</u>	<u>\$5,363,531</u>
Total	751,686,240				\$30,801,350	(\$30,981,413)	\$55,703,574	\$55,523,511

(1) Per billing system

(2) Detail of Unbilled Factors for the Residential, Regular General, and Outdoor Lighting Classes:

	Billed kWh	Direct Estimate of Unbilled kWh	Unbilled kWh / Billed kWh
Feb-11	77,003,275	34,826,473	45.23%
Mar-11	71,008,038	49,149,276	69.22%
Apr-11	68,387,908	40,992,967	59.94%
May-11	60,153,066	45,691,915	75.96%
Jun-11	66,491,391	34,252,385	51.51%
Jul-11	81,000,164	47,402,082	58.52%
Aug-11	83,036,865	41,345,102	49.79%
Sep-11	77,812,291	33,496,359	43.05%
Oct-11	63,636,811	36,460,762	57.30%
Nov-11	64,142,427	32,060,820	49.98%
Dec-11	67,209,234	39,665,876	59.02%
Jan-12	78,432,275	39,197,125	49.98%

(3) Customer billing adjustment of (\$1,152,493.18) as provided on Schedule LSM-2, Page 5, has been excluded.

<i>Calculation of Working Capital Supplier Charges and GIS Support Payments</i>											
(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)	
Total Non-G1 Class DS Supplier Charges (1)	GIS Support Payments	Number of Days of Lag / 365	Working Capital Requirement ((a+b)*c)	Prime Rate	Supply Related Working Capital (d * e)	Provision for Uncollected Accounts	Internal Company Administrative Costs	Legal Charges	Consulting Outside Service Charges	Total Costs (sum a + b + f + g + h + i + j)	
May-12	\$3,341,312	\$524	5.94%	\$198,587	3.25%	\$6,454	\$69,888	\$2,069	\$0	\$0	\$3,420,246
Jun-12	\$3,992,250	\$508	5.94%	\$237,268	3.25%	\$7,711	\$76,877	\$2,069	\$0	\$0	\$4,079,415
Jul-12	\$4,352,681	\$617	5.94%	\$258,693	3.25%	\$8,408	\$76,877	\$2,069	\$0	\$0	\$4,440,651
Aug-12	\$5,096,474	\$616	5.94%	\$302,893	3.25%	\$9,844	\$76,877	\$2,069	\$0	\$0	\$5,185,879
Sep-12	\$3,652,573	\$718	5.94%	\$217,096	3.25%	\$7,056	\$62,899	\$2,069	\$0	\$0	\$3,725,315
Oct-12	<u>\$3,808,636</u>	<u>\$562</u>	5.94%	<u>\$226,360</u>	3.25%	<u>\$7,357</u>	<u>\$48,922</u>	<u>\$2,069</u>	<u>\$0</u>	<u>\$0</u>	<u>\$3,867,544</u>
Total	\$24,243,926	\$3,544		\$1,440,898		\$46,829	\$412,339	\$12,413	\$0	\$0	\$24,719,051

(1) Estimates based on monthly average wholesale rate times estimated monthly purchases.

Unitil Energy Systems, Inc.
Typical Bill Impacts by Rate Component

Residential Rate D 500 kWh Bill

	2/1/2012	5/1/2012					%
<u>Rate Components</u>	<u>Current Rate</u>	<u>As Revised</u>	<u>Difference</u>	<u>Current Bill*</u>	<u>As Revised Bill*</u>	<u>Difference</u>	<u>Difference to Total Bill</u>
Customer Charge	\$10.27	\$10.27	\$0.00	\$10.27	\$10.27	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge							
First 250 kWh	\$0.02750	\$0.02750	\$0.00000	\$6.88	\$6.88	\$0.00	0.0%
Excess 250 kWh	\$0.03250	\$0.03250	\$0.00000	\$8.13	\$8.13	\$0.00	0.0%
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	\$7.40	\$7.40	\$0.00	0.0%
Stranded Cost Charge	(\$0.00004)	(\$0.00004)	\$0.00000	(\$0.02)	(\$0.02)	\$0.00	0.0%
Storm Recovery Adj.	\$0.00096	\$0.00096	\$0.00000	\$0.48	\$0.48	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$1.65	\$1.65	\$0.00	0.0%
Default Service Charge	<u>\$0.08026</u>	<u>\$0.06913</u>	<u>(\$0.01113)</u>	<u>\$40.13</u>	<u>\$34.57</u>	<u>(\$5.57)</u>	<u>(7.4%)</u>
First 250 kWh	\$0.12677	\$0.11564	(\$0.01113)				
Excess 250 kWh	\$0.13177	\$0.12064	(\$0.01113)				
Total Bill				\$74.91	\$69.34	(\$5.57)	(7.4%)

* Impacts do not include the Electricity Consumption Tax.

Unitil Energy Systems, Inc.
Typical Bill Impacts by Rate Component

Regular General G2 Quick Recovery Water Heating and Space Heating 2,000 kWh Typical Bill							
<u>Rate Components</u>	<u>2/1/2012</u> <u>Current Rate</u>	<u>5/1/2012</u> <u>As Revised</u>	<u>Difference</u>	<u>Current Bill*</u>	<u>As Revised Bill*</u>	<u>Difference</u>	<u>%</u> <u>Difference to</u> <u>Total Bill</u>
Customer Charge	\$5.60	\$5.60	\$0.00	\$5.60	\$5.60	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge	\$0.02789	\$0.02789	\$0.00000	\$55.78	\$55.78	\$0.00	0.0%
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	\$29.58	\$29.58	\$0.00	0.0%
Stranded Cost Charge	(\$0.00004)	(\$0.00004)	\$0.00000	(\$0.08)	(\$0.08)	\$0.00	0.0%
Storm Recovery Adj.	\$0.00096	\$0.00096	\$0.00000	\$1.92	\$1.92	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$6.60	\$6.60	\$0.00	0.0%
Default Service Charge	<u>\$0.08026</u>	<u>\$0.06913</u>	<u>(\$0.01113)</u>	<u>\$160.52</u>	<u>\$138.26</u>	<u>(\$22.26)</u>	<u>(8.6%)</u>
Total	\$0.12716	\$0.11603	(\$0.01113)	\$254.32	\$232.06	(\$22.26)	(8.6%)
Total Bill				\$259.92	\$237.66	(\$22.26)	(8.6%)

Regular General G2 kWh Meter 125 kWh Typical Bill							
<u>Rate Components</u>	<u>2/1/2012</u> <u>Current Rate</u>	<u>5/1/2012</u> <u>As Revised</u>	<u>Difference</u>	<u>Current Bill*</u>	<u>As Revised Bill*</u>	<u>Difference</u>	<u>%</u> <u>Difference to</u> <u>Total Bill</u>
Customer Charge	\$12.50	\$12.50	\$0.00	\$12.50	\$12.50	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge	\$0.02910	\$0.02910	\$0.00000	\$3.64	\$3.64	\$0.00	0.0%
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	\$1.85	\$1.85	\$0.00	0.0%
Stranded Cost Charge	(\$0.00004)	(\$0.00004)	\$0.00000	(\$0.01)	(\$0.01)	\$0.00	0.0%
Storm Recovery Adj.	\$0.00096	\$0.00096	\$0.00000	\$0.12	\$0.12	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$0.41	\$0.41	\$0.00	0.0%
Default Service Charge	<u>\$0.08026</u>	<u>\$0.06913</u>	<u>(\$0.01113)</u>	<u>\$10.03</u>	<u>\$8.64</u>	<u>(\$1.39)</u>	<u>(4.9%)</u>
Total	\$0.12837	\$0.11724	(\$0.01113)	\$16.05	\$14.66	(\$1.39)	(4.9%)
Total Bill				\$28.55	\$27.16	(\$1.39)	(4.9%)

* Impacts do not include the Electricity Consumption Tax.

Unitil Energy Systems, Inc.
Typical Bill Impacts by Rate Component

<u>Regular General G2 Demand, 10 kW, 3,000 kWh Typical Bill</u>							
	2/1/2012	5/1/2012					%
<u>Rate Components</u>	<u>Current Rate</u>	<u>As Revised</u>	<u>Difference</u>	<u>Current Bill*</u>	<u>As Revised Bill*</u>	<u>Difference</u>	<u>Difference to Total Bill</u>
Customer Charge	\$16.50	\$16.50	\$0.00	\$16.50	\$16.50	\$0.00	0.0%
	<u>All kW</u>	<u>All kW</u>					
Distribution Charge	\$9.24	\$9.24	\$0.00	\$92.40	\$92.40	\$0.00	0.0%
Stranded Cost Charge	<u>(\$0.01)</u>	<u>(\$0.01)</u>	<u>\$0.00</u>	<u>(\$0.10)</u>	<u>(\$0.10)</u>	<u>\$0.00</u>	<u>0.0%</u>
Total	\$9.23	\$9.23	\$0.00	\$92.30	\$92.30	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge	\$0.00034	\$0.00034	\$0.00000	\$1.02	\$1.02	\$0.00	0.0%
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	\$44.37	\$44.37	\$0.00	0.0%
Stranded Cost Charge	<u>(\$0.00001)</u>	<u>(\$0.00001)</u>	<u>\$0.00000</u>	<u>(\$0.03)</u>	<u>(\$0.03)</u>	<u>\$0.00</u>	<u>0.0%</u>
Storm Recovery Adj.	\$0.00096	\$0.00096	\$0.00000	\$2.88	\$2.88	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$9.90	\$9.90	\$0.00	0.0%
Default Service Charge	<u>\$0.08026</u>	<u>\$0.06913</u>	<u>(\$0.01113)</u>	<u>\$240.78</u>	<u>\$207.39</u>	<u>(\$33.39)</u>	<u>(8.2%)</u>
Total	\$0.09964	\$0.08851	(\$0.01113)	\$298.92	\$265.53	(\$33.39)	(8.2%)
Total Bill				\$407.72	\$374.33	(\$33.39)	(8.2%)

<u>Large General - G1 550 kVa, 200,000 kWh Typical Bill</u>							
	2/1/2012	5/1/2012					%
<u>Rate Components</u>	<u>Current Rate</u>	<u>As Revised</u>	<u>Difference</u>	<u>Current Bill*</u>	<u>As Revised Bill*</u>	<u>Difference</u>	<u>Difference to Total Bill</u>
Customer Charge	\$87.09	\$87.09	\$0.00	\$87.09	\$87.09	\$0.00	0.0%
	<u>All kVa</u>	<u>All kVa</u>					
Distribution Charge	\$6.25	\$6.25	\$0.00	\$3,437.50	\$3,437.50	\$0.00	0.0%
Stranded Cost Charge	<u>(\$0.01)</u>	<u>(\$0.01)</u>	<u>\$0.00</u>	<u>(\$5.50)</u>	<u>(\$5.50)</u>	<u>\$0.00</u>	<u>0.0%</u>
Total	\$6.24	\$6.24	\$0.00	\$3,432.00	\$3,432.00	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge	\$0.00034	\$0.00034	\$0.00000	\$68.00	\$68.00	\$0.00	0.0%
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	\$2,958.00	\$2,958.00	\$0.00	0.0%
Stranded Cost Charge	<u>(\$0.00001)</u>	<u>(\$0.00001)</u>	<u>\$0.00000</u>	<u>(\$2.00)</u>	<u>(\$2.00)</u>	<u>\$0.00</u>	<u>0.0%</u>
Storm Recovery Adj.	\$0.00096	\$0.00096	\$0.00000	\$192.00	\$192.00	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$660.00	\$660.00	\$0.00	0.0%
Default Service Charge	<u>\$0.06723</u>	<u>\$0.04308</u>	<u>(\$0.02415)</u>	<u>\$13,446.00</u>	<u>\$8,616.00</u>	<u>(\$4,830.00)</u>	<u>(23.2%)</u>
Total	\$0.08661	\$0.06246	(\$0.02415)	\$17,322.00	\$12,492.00	(\$4,830.00)	(23.2%)
Total Bill				\$20,841.09	\$16,011.09	(\$4,830.00)	(23.2%)

* Impacts do not include the Electricity Consumption Tax.

Unitil Energy Systems, Inc.
Typical Bill Impacts for Residential Rate Class based on Mean and Median Usage

Residential Rate D 648 kWh Bill - Mean Use*

	2/1/2012	5/1/2012					%
<u>Rate Components</u>	<u>Current Rate</u>	<u>As Revised</u>	<u>Difference</u>	<u>Current Bill**</u>	<u>As Revised Bill**</u>	<u>Difference</u>	<u>Difference to Total Bill</u>
Customer Charge	\$10.27	\$10.27	\$0.00	\$10.27	\$10.27	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge							
First 250 kWh	\$0.02750	\$0.02750	\$0.00000	\$6.88	\$6.88	\$0.00	0.0%
Excess 250 kWh	\$0.03250	\$0.03250	\$0.00000	\$12.94	\$12.94	\$0.00	0.0%
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	\$9.58	\$9.58	\$0.00	0.0%
Stranded Cost Charge	(\$0.00004)	(\$0.00004)	\$0.00000	(\$0.03)	(\$0.03)	\$0.00	0.0%
Storm Recovery Adj.	\$0.00096	\$0.00096	\$0.00000	\$0.62	\$0.62	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$2.14	\$2.14	\$0.00	0.0%
Default Service Charge	<u>\$0.08026</u>	<u>\$0.06913</u>	<u>(\$0.01113)</u>	<u>\$52.01</u>	<u>\$44.80</u>	<u>(\$7.21)</u>	<u>(7.6%)</u>
First 250 kWh	\$0.12677	\$0.11564	(\$0.01113)				
Excess 250 kWh	\$0.13177	\$0.12064	(\$0.01113)				
Total Bill				\$94.41	\$87.19	(\$7.21)	(7.6%)

Residential Rate D 543 kWh Bill - Median Use*

	2/1/2012	5/1/2012					%
<u>Rate Components</u>	<u>Current Rate</u>	<u>As Revised</u>	<u>Difference</u>	<u>Current Bill**</u>	<u>As Revised Bill**</u>	<u>Difference</u>	<u>Difference to Total Bill</u>
Customer Charge	\$10.27	\$10.27	\$0.00	\$10.27	\$10.27	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge							
First 250 kWh	\$0.02750	\$0.02750	\$0.00000	\$6.88	\$6.88	\$0.00	0.0%
Excess 250 kWh	\$0.03250	\$0.03250	\$0.00000	\$9.52	\$9.52	\$0.00	0.0%
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	\$8.03	\$8.03	\$0.00	0.0%
Stranded Cost Charge	(\$0.00004)	(\$0.00004)	\$0.00000	(\$0.02)	(\$0.02)	\$0.00	0.0%
Storm Recovery Adj.	\$0.00096	\$0.00096	\$0.00000	\$0.52	\$0.52	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$1.79	\$1.79	\$0.00	0.0%
Default Service Charge	<u>\$0.08026</u>	<u>\$0.06913</u>	<u>(\$0.01113)</u>	<u>\$43.58</u>	<u>\$37.54</u>	<u>(\$6.04)</u>	<u>(7.5%)</u>
First 250 kWh	\$0.12677	\$0.11564	(\$0.01113)				
Excess 250 kWh	\$0.13177	\$0.12064	(\$0.01113)				
Total Bill				\$80.57	\$74.53	(\$6.04)	(7.5%)

* Based on billing period March 2011 through February 2012.

** Impacts do not include the Electricity Consumption Tax.

Unitil Energy Systems, Inc.
Average Class Bill Impacts
Due to Proposed Default Service Rate Changes Effective May 1, 2012

(A) <u>Class of Service</u>	(B) <u>Annual Number of Customers (luminaires for Outdoor Lighting)</u>	(C) <u>Annual kWh Sales</u>	(D) <u>Annual kW / kVA Sales</u>	(E) <u>Proposed DSC Change \$</u>	(F) <u>Estimated Annual Revenue \$ Under Present Rates</u>	(G) <u>Estimated Annual Revenue \$ Under Proposed Rates</u>	(H) <u>Proposed Net Change Revenue \$</u>	(I) <u>% Change DSC Revenue</u>
Residential	763,694	480,638,599	n/a	(\$5,349,508)	\$70,312,841	\$64,963,333	(\$5,349,508)	(7.6%)
General Service	129,249	340,275,469	1,301,458	(\$3,787,266)	\$48,154,827	\$44,367,561	(\$3,787,266)	(7.9%)
Large General Service	1,814	347,650,754	989,158	(\$8,395,766)	\$36,265,225	\$27,869,459	(\$8,395,766)	(23.2%)
Outdoor Lighting	115,819	8,988,739	n/a	(\$100,045)	\$2,453,856	\$2,353,811	(\$100,045)	(4.1%)
Total	1,010,576	1,177,553,561		(\$17,632,584)	\$157,186,749	\$139,554,165	(\$17,632,584)	(11.2%)

(B), (C), (D) Test year billing determinants in DE 10-055.

(E) Difference in proposed rate and current rate, times the billing determinants shown in Column (C). The proposed and current DSC for the G1 class used in this analysis are based on the average of the DSC for each 3-month period.

(F) Based on current rates times billing determinants shown in Columns (B), (C) and (D).

(G) Sum of Columns (E) and (F)

(H) Column (G) minus Column (F)

(I) Column (H) divided by Column (F)

Unitil Energy Systems, Inc. Typical Bill Impacts - February 1, 2012 versus May 1, 2012 Impacts do NOT include the Electricity Consumption Tax Impact on D Rate Customers				
Average kWh	Total Bill Using Rates 2/1/2012	Total Bill Using Rates 5/1/2012	Total Difference	% Total Difference
125	\$26.12	\$24.73	(\$1.39)	(5.3%)
250	\$41.96	\$39.18	(\$2.78)	(6.6%)
500	\$74.91	\$69.34	(\$5.57)	(7.4%)
600	\$88.08	\$81.40	(\$6.68)	(7.6%)
750	\$107.85	\$99.50	(\$8.35)	(7.7%)
1,000	\$140.79	\$129.66	(\$11.13)	(7.9%)
1,250	\$173.73	\$159.82	(\$13.91)	(8.0%)
1,500	\$206.68	\$189.98	(\$16.70)	(8.1%)
2,000	\$272.56	\$250.30	(\$22.26)	(8.2%)
3,500	\$470.22	\$431.26	(\$38.96)	(8.3%)
5,000	\$667.87	\$612.22	(\$55.65)	(8.3%)

	Rates - Effective February 1, 2012	Rates - Proposed May 1, 2012	Difference
Customer Charge	\$10.27	\$10.27	\$0.00
	<u>kWh</u>	<u>kWh</u>	<u>kWh</u>
Distribution Charge: First 250 kWh	\$0.02750	\$0.02750	\$0.00000
Excess 250 kWh	\$0.03250	\$0.03250	\$0.00000
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000
Stranded Cost Charge	(\$0.00004)	(\$0.00004)	\$0.00000
Storm Recovery Adjustment Factor	\$0.00096	\$0.00096	\$0.00000
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000
Default Service Charge	<u>\$0.08026</u>	<u>\$0.06913</u>	<u>(\$0.01113)</u>
TOTAL First 250 kWh	\$0.12677	\$0.11564	(\$0.01113)
Excess 250 kWh	\$0.13177	\$0.12064	(\$0.01113)

Unitil Energy Systems, Inc. Typical Bill Impacts - February 1, 2012 versus May 1, 2012 Impacts do NOT include the Electricity Consumption Tax Impact on G2 Rate Customers						
Load Factor	Average Monthly kW	Average Monthly kWh	Total Bill Using Rates 2/1/2012	Total Bill Using Rates 5/1/2012	Total Difference	% Total Difference
20%	5	730	\$135.39	\$127.26	(\$8.12)	(6.0%)
20%	10	1,460	\$254.27	\$238.02	(\$16.25)	(6.4%)
20%	15	2,190	\$373.16	\$348.79	(\$24.37)	(6.5%)
20%	25	3,650	\$610.94	\$570.31	(\$40.62)	(6.6%)
20%	50	7,300	\$1,205.37	\$1,124.12	(\$81.25)	(6.7%)
20%	75	10,950	\$1,799.81	\$1,677.93	(\$121.87)	(6.8%)
20%	100	14,600	\$2,394.24	\$2,231.75	(\$162.50)	(6.8%)
20%	150	21,900	\$3,583.12	\$3,339.37	(\$243.75)	(6.8%)
36%	5	1,314	\$193.58	\$178.95	(\$14.62)	(7.6%)
36%	10	2,628	\$370.65	\$341.40	(\$29.25)	(7.9%)
36%	15	3,942	\$547.73	\$503.86	(\$43.87)	(8.0%)
36%	25	6,570	\$901.88	\$828.76	(\$73.12)	(8.1%)
36%	50	13,140	\$1,787.27	\$1,641.02	(\$146.25)	(8.2%)
36%	75	19,710	\$2,672.65	\$2,453.28	(\$219.37)	(8.2%)
36%	100	26,280	\$3,558.04	\$3,265.54	(\$292.50)	(8.2%)
36%	150	39,420	\$5,328.81	\$4,890.06	(\$438.74)	(8.2%)
50%	5	1,825	\$244.49	\$224.18	(\$20.31)	(8.3%)
50%	10	3,650	\$472.49	\$431.86	(\$40.62)	(8.6%)
50%	15	5,475	\$700.48	\$639.54	(\$60.94)	(8.7%)
50%	25	9,125	\$1,156.47	\$1,054.90	(\$101.56)	(8.8%)
50%	50	18,250	\$2,296.43	\$2,093.31	(\$203.12)	(8.8%)
50%	75	27,375	\$3,436.40	\$3,131.71	(\$304.68)	(8.9%)
50%	100	36,500	\$4,576.36	\$4,170.12	(\$406.25)	(8.9%)
50%	150	54,750	\$6,856.29	\$6,246.92	(\$609.37)	(8.9%)

	Rates - Effective February 1, 2012	Rates - Proposed May 1, 2012	Difference
Customer Charge	\$16.50	\$16.50	\$0.00
	<u>All kW</u>	<u>All kW</u>	<u>All kW</u>
Distribution Charge	\$9.24	\$9.24	\$0.00
Stranded Cost Charge	(\$0.01)	(\$0.01)	\$0.00
TOTAL	\$9.23	\$9.23	\$0.00
	<u>kWh</u>	<u>kWh</u>	<u>kWh</u>
Distribution Charge	\$0.00034	\$0.00034	\$0.00000
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000
Stranded Cost Charge	(\$0.00001)	(\$0.00001)	\$0.00000
Storm Recovery Adj. Factor	\$0.00096	\$0.00096	\$0.00000
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000
Default Service Charge	<u>\$0.08026</u>	<u>\$0.06913</u>	<u>(\$0.01113)</u>
TOTAL	\$0.09964	\$0.08851	(\$0.01113)

Unitil Energy Systems, Inc. Typical Bill Impacts - February 1, 2012 versus May 1, 2012 Impacts do NOT include the Electricity Consumption Tax Impact on G2 kWh Meter Rate Customers				
Average Monthly kWh	Total Bill Using Rates <u>2/1/2012</u>	Total Bill Using Rates <u>5/1/2012</u>	Total Difference	% Total Difference
15	\$14.43	\$14.26	(\$0.17)	(1.2%)
75	\$22.13	\$21.29	(\$0.83)	(3.8%)
150	\$31.76	\$30.09	(\$1.67)	(5.3%)
250	\$44.59	\$41.81	(\$2.78)	(6.2%)
350	\$57.43	\$53.53	(\$3.90)	(6.8%)
450	\$70.27	\$65.26	(\$5.01)	(7.1%)
550	\$83.10	\$76.98	(\$6.12)	(7.4%)
650	\$95.94	\$88.71	(\$7.23)	(7.5%)
750	\$108.78	\$100.43	(\$8.35)	(7.7%)
900	\$128.03	\$118.02	(\$10.02)	(7.8%)
	<u>Rates - Effective February 1, 2012</u>	<u>Rates - Proposed May 1, 2012</u>	<u>Difference</u>	
kWh Meter Customer Charge	\$12.50	\$12.50	\$0.00	
	<u>All kWh</u>	<u>All kWh</u>	<u>All kWh</u>	
Distribution Charge	\$0.02910	\$0.02910	\$0.00000	
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	
Stranded Cost Charge	(\$0.00004)	(\$0.00004)	\$0.00000	
Storm Recovery Adjustment Factor	\$0.00096	\$0.00096	\$0.00000	
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	
Default Service Charge	<u>\$0.08026</u>	<u>\$0.06913</u>	<u>(\$0.01113)</u>	
TOTAL	\$0.12837	\$0.11724	(\$0.01113)	

Unitil Energy Systems, Inc. Typical Bill Impacts - February 1, 2012 versus May 1, 2012 Impacts do NOT include the Electricity Consumption Tax Impact on G2 QRWH and SH Rate Customers				
Average kWh	Total Bill Using Rates 2/1/2012	Total Bill Using Rates 5/1/2012	Total Difference	% Total Difference
100	\$18.32	\$17.20	(\$1.11)	(6.1%)
200	\$31.03	\$28.81	(\$2.23)	(7.2%)
300	\$43.75	\$40.41	(\$3.34)	(7.6%)
400	\$56.46	\$52.01	(\$4.45)	(7.9%)
500	\$69.18	\$63.62	(\$5.56)	(8.0%)
750	\$100.97	\$92.62	(\$8.35)	(8.3%)
1,000	\$132.76	\$121.63	(\$11.13)	(8.4%)
1,500	\$196.34	\$179.65	(\$16.70)	(8.5%)
2,000	\$259.92	\$237.66	(\$22.26)	(8.6%)
2,500	\$323.50	\$295.68	(\$27.83)	(8.6%)
	Rates - Effective February 1, 2012	Rates - Proposed May 1, 2012	Difference	
Customer Charge	\$5.60	\$5.60	\$0.00	
	<u>All kWh</u>	<u>All kWh</u>	<u>All kWh</u>	
Distribution Charge	\$0.02789	\$0.02789	\$0.00000	
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	
Stranded Cost Charge	(\$0.00004)	(\$0.00004)	\$0.00000	
Storm Recovery Adjustment Factor	\$0.00096	\$0.00096	\$0.00000	
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	
Default Service Charge	<u>\$0.08026</u>	<u>\$0.06913</u>	<u>(\$0.01113)</u>	
TOTAL	\$0.12716	\$0.11603	(\$0.01113)	

Unitil Energy Systems, Inc.
Typical Bill Impacts - February 1, 2012 versus May 1, 2012
Impacts do NOT include the Electricity Consumption Tax
Impact on G1 Rate Customers

<u>Load Factor</u>	<u>Average Monthly kVa</u>	<u>Average Monthly kWh</u>	<u>Total Bill Using Rates 2/1/2012</u>	<u>Total Bill Using Rates 5/1/2012</u>	<u>Total Difference</u>	<u>% Total Difference</u>
25.0%	200	36,500	\$4,496.36	\$3,614.88	(\$881.47)	(19.6%)
25.0%	400	73,000	\$8,905.62	\$7,142.67	(\$1,762.95)	(19.8%)
25.0%	600	109,500	\$13,314.89	\$10,670.46	(\$2,644.43)	(19.9%)
25.0%	800	146,000	\$17,724.15	\$14,198.25	(\$3,525.90)	(19.9%)
25.0%	1,000	182,500	\$22,133.42	\$17,726.04	(\$4,407.38)	(19.9%)
25.0%	1,500	273,750	\$33,156.58	\$26,545.52	(\$6,611.06)	(19.9%)
25.0%	2,000	365,000	\$44,179.74	\$35,364.99	(\$8,814.75)	(20.0%)
25.0%	2,500	456,250	\$55,202.90	\$44,184.47	(\$11,018.44)	(20.0%)
25.0%	3,000	547,500	\$66,226.07	\$53,003.94	(\$13,222.13)	(20.0%)
40.0%	200	58,400	\$6,393.11	\$4,982.75	(\$1,410.36)	(22.1%)
40.0%	400	116,800	\$12,699.14	\$9,878.42	(\$2,820.72)	(22.2%)
40.0%	600	175,200	\$19,005.16	\$14,774.08	(\$4,231.08)	(22.3%)
40.0%	800	233,600	\$25,311.19	\$19,669.75	(\$5,641.44)	(22.3%)
40.0%	1,000	292,000	\$31,617.21	\$24,565.41	(\$7,051.80)	(22.3%)
40.0%	1,500	438,000	\$47,382.27	\$36,804.57	(\$10,577.70)	(22.3%)
40.0%	2,000	584,000	\$63,147.33	\$49,043.73	(\$14,103.60)	(22.3%)
40.0%	2,500	730,000	\$78,912.39	\$61,282.89	(\$17,629.50)	(22.3%)
40.0%	3,000	876,000	\$94,677.45	\$73,522.05	(\$21,155.40)	(22.3%)
57.0%	200	83,220	\$8,542.77	\$6,533.01	(\$2,009.76)	(23.5%)
57.0%	400	166,440	\$16,998.46	\$12,978.93	(\$4,019.53)	(23.6%)
57.0%	600	249,660	\$25,454.14	\$19,424.85	(\$6,029.29)	(23.7%)
57.0%	800	332,880	\$33,909.83	\$25,870.77	(\$8,039.05)	(23.7%)
57.0%	1,000	416,100	\$42,365.51	\$32,316.70	(\$10,048.82)	(23.7%)
57.0%	1,500	624,150	\$63,504.72	\$48,431.50	(\$15,073.22)	(23.7%)
57.0%	2,000	832,200	\$84,643.93	\$64,546.30	(\$20,097.63)	(23.7%)
57.0%	2,500	1,040,250	\$105,783.14	\$80,661.11	(\$25,122.04)	(23.7%)
57.0%	3,000	1,248,300	\$126,922.35	\$96,775.91	(\$30,146.45)	(23.8%)
71.0%	200	103,660	\$10,313.08	\$7,809.69	(\$2,503.39)	(24.3%)
71.0%	400	207,320	\$20,539.08	\$15,532.30	(\$5,006.78)	(24.4%)
71.0%	600	310,980	\$30,765.07	\$23,254.90	(\$7,510.17)	(24.4%)
71.0%	800	414,640	\$40,991.06	\$30,977.50	(\$10,013.56)	(24.4%)
71.0%	1,000	518,300	\$51,217.05	\$38,700.11	(\$12,516.95)	(24.4%)
71.0%	1,500	777,450	\$76,782.03	\$58,006.62	(\$18,775.42)	(24.5%)
71.0%	2,000	1,036,600	\$102,347.02	\$77,313.13	(\$25,033.89)	(24.5%)
71.0%	2,500	1,295,750	\$127,912.00	\$96,619.64	(\$31,292.36)	(24.5%)
71.0%	3,000	1,554,900	\$153,476.98	\$115,926.14	(\$37,550.84)	(24.5%)

	<u>Rates - Effective February 1, 2012</u>	<u>Rates - Proposed May 1, 2012</u>	<u>Difference</u>
Customer Charge	\$87.09	\$87.09	\$0.00
Distribution Charge	<u>All kVA</u> \$6.25	<u>All kVA</u> \$6.25	\$0.00
Stranded Cost Charge	(\$0.01)	(\$0.01)	\$0.00
TOTAL	\$6.24	\$6.24	\$0.00
Distribution Charge	<u>All kWh</u> \$0.00034	<u>All kWh</u> \$0.00034	\$0.00000
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000
Stranded Cost Charge	(\$0.00001)	(\$0.00001)	\$0.00000
Storm Recovery Adjustment Factor	\$0.00096	\$0.00096	\$0.00000
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000
Default Service Charge*	<u>\$0.06723</u>	<u>\$0.04308</u>	<u>(\$0.02415)</u>
TOTAL	\$0.08661	\$0.06246	(\$0.02415)

* Default Service Charges shown are based on the average of the DSC for each 3-month period.

Unitil Energy Systems, Inc.
Typical Bill Impacts - February 1, 2012 versus May 1, 2012
Impacts do NOT include the Electricity Consumption Tax
Impact on OL Rate Customers*

	Nominal Watts	Lumens	Type	Average Monthly kWh	Total Bill Using Rates 2/1/2012	Total Bill Using Rates 5/1/2012	Total Difference	% Total Difference
<u>Mercury Vapor:</u>								
1	100	3,500	ST	40	\$14.09	\$13.65	(\$0.45)	(3.2%)
2	175	7,000	ST	67	\$18.91	\$18.17	(\$0.75)	(3.9%)
3	250	11,000	ST	95	\$23.51	\$22.46	(\$1.06)	(4.5%)
4	400	20,000	ST	154	\$32.32	\$30.61	(\$1.71)	(5.3%)
5	1,000	60,000	ST	388	\$73.66	\$69.34	(\$4.32)	(5.9%)
6	250	11,000	FL	95	\$24.51	\$23.46	(\$1.06)	(4.3%)
7	400	20,000	FL	154	\$33.61	\$31.90	(\$1.71)	(5.1%)
8	1,000	60,000	FL	388	\$69.79	\$65.47	(\$4.32)	(6.2%)
9	100	3,500	PB	40	\$14.20	\$13.76	(\$0.45)	(3.1%)
10	175	7,000	PB	67	\$18.15	\$17.41	(\$0.75)	(4.1%)
<u>High Pressure Sodium:</u>								
11	50	4,000	ST	21	\$12.41	\$12.18	(\$0.23)	(1.9%)
12	100	9,500	ST	43	\$16.06	\$15.58	(\$0.48)	(3.0%)
13	150	16,000	ST	60	\$17.81	\$17.14	(\$0.67)	(3.8%)
14	250	30,000	ST	101	\$25.22	\$24.10	(\$1.12)	(4.5%)
15	400	50,000	ST	161	\$35.49	\$33.70	(\$1.79)	(5.0%)
16	1,000	140,000	ST	398	\$74.20	\$69.78	(\$4.43)	(6.0%)
17	150	16,000	FL	60	\$19.82	\$19.15	(\$0.67)	(3.4%)
18	250	30,000	FL	101	\$26.62	\$25.50	(\$1.12)	(4.2%)
19	400	50,000	FL	161	\$35.03	\$33.24	(\$1.79)	(5.1%)
20	1,000	140,000	FL	398	\$74.51	\$70.09	(\$4.43)	(5.9%)
21	50	4,000	PB	21	\$11.54	\$11.31	(\$0.23)	(2.0%)
22	100	9,500	PB	43	\$15.05	\$14.57	(\$0.48)	(3.2%)
<u>Metal Halide:</u>								
23	175	8,800	ST	66	\$22.39	\$21.66	(\$0.73)	(3.3%)
24	250	13,500	ST	92	\$26.48	\$25.46	(\$1.02)	(3.9%)
25	400	23,500	ST	148	\$32.75	\$31.11	(\$1.65)	(5.0%)
26	175	8,800	FL	66	\$25.05	\$24.32	(\$0.73)	(2.9%)
27	250	13,500	FL	92	\$29.22	\$28.20	(\$1.02)	(3.5%)
28	400	23,500	FL	148	\$34.84	\$33.20	(\$1.65)	(4.7%)
29	175	8,800	PB	66	\$21.29	\$20.56	(\$0.73)	(3.4%)
30	250	13,500	PB	92	\$24.89	\$23.87	(\$1.02)	(4.1%)
31	400	23,500	PB	148	\$31.65	\$30.01	(\$1.65)	(5.2%)

Luminaire Charges For Year Round Service:

Rates - Effective February 1, 2012					
		Mercury Vapor Rate/Mo.	Sodium Vapor Rate/Mo.	Metal Halide Rate/Mo.	
Customer Charge	\$0.00	1 \$10.11	11 \$10.32	23 \$15.82	
		2 \$12.24	12 \$11.78	24 \$17.32	
	<u>All kWh</u>	3 \$14.05	13 \$11.83	25 \$18.01	
Distribution Charge	\$0.00034	4 \$16.98	14 \$15.16	26 \$18.48	
External Delivery Charge	\$0.01479	5 \$35.01	15 \$19.45	27 \$20.06	
Stranded Cost Charge	(\$0.00004)	6 \$15.05	16 \$34.56	28 \$20.10	
Storm Recovery Adj. Factor	\$0.00096	7 \$18.27	17 \$13.84	29 \$14.72	
System Benefits Charge	\$0.00330	8 \$31.14	18 \$16.56	30 \$15.73	
Default Service Charge	<u>\$0.08026</u>	9 \$10.22	19 \$18.99	31 \$16.91	
TOTAL	\$0.09961	10 \$11.48	20 \$34.87		
			21 \$9.45		
			22 \$10.77		

Rates - Proposed May 1, 2012					
		Mercury Vapor Rate/Mo.	Sodium Vapor Rate/Mo.	Metal Halide Rate/Mo.	
Customer Charge	\$0.00	1 \$10.11	11 \$10.32	23 \$15.82	
		2 \$12.24	12 \$11.78	24 \$17.32	
	<u>All kWh</u>	3 \$14.05	13 \$11.83	25 \$18.01	
Distribution Charge	\$0.00034	4 \$16.98	14 \$15.16	26 \$18.48	
External Delivery Charge	\$0.01479	5 \$35.01	15 \$19.45	27 \$20.06	
Stranded Cost Charge	(\$0.00004)	6 \$15.05	16 \$34.56	28 \$20.10	
Storm Recovery Adj. Factor	\$0.00096	7 \$18.27	17 \$13.84	29 \$14.72	
System Benefits Charge	\$0.00330	8 \$31.14	18 \$16.56	30 \$15.73	
Default Service Charge	<u>\$0.06913</u>	9 \$10.22	19 \$18.99	31 \$16.91	
TOTAL	\$0.08848	10 \$11.48	20 \$34.87		
			21 \$9.45		
			22 \$10.77		

	Difference	Mercury Vapor-Difference	Sodium Vapor-Difference	Metal Halide-Difference	
Customer Charge	\$0.00	1 \$0.00	11 \$0.00	23 \$0.00	
		2 \$0.00	12 \$0.00	24 \$0.00	
	<u>All kWh</u>	3 \$0.00	13 \$0.00	25 \$0.00	
Distribution Charge	\$0.00000	4 \$0.00	14 \$0.00	26 \$0.00	
External Delivery Charge	\$0.00000	5 \$0.00	15 \$0.00	27 \$0.00	
Stranded Cost Charge	\$0.00000	6 \$0.00	16 \$0.00	28 \$0.00	
Storm Recovery Adj. Factor	\$0.00000	7 \$0.00	17 \$0.00	29 \$0.00	
System Benefits Charge	\$0.00000	8 \$0.00	18 \$0.00	30 \$0.00	
Default Service Charge	<u>(\$0.01113)</u>	9 \$0.00	19 \$0.00	31 \$0.00	
TOTAL	(\$0.01113)	10 \$0.00	20 \$0.00		
			21 \$0.00		
			22 \$0.00		

* Luminaire charges based on All-Night Service option.