

Program Cost-Effectiveness - 2019 ACTUAL

	Total Resource Benefit / Cost Ratio	Benefit (\$000)	Utility Costs (\$000)	Customer Costs (\$000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
Residential Programs											
Home Energy Assistance	1.62	627.843	386.836	-	4.3	93.3	0.5	1.0	93	3,239.4	65,090.2
Energy Star Homes	1.41	385.697	162.869	110.060	27.4	433.7	3.1	2.1	53	1,706.2	41,663.4
Home Performance with Energy Star	0.97	284.174	201.021	92.173	17.2	326.1	2.7	3.4	49	1,314.3	28,383.1
Energy Star Products	1.23	1,210.055	390.116	593.640	33.2	516.4	16.8	-	1,813	8,154.3	138,776.1
Home Energy Reports	1.99	148.851	74.676	-	-	-	-	-	10,900	5,461.0	14,978.1
Sub-Total Residential	1.32	2,656.621	1,215.519	795.873	82.2	1,369.5	23.1	6.5	12,908	19,875.1	288,891.0
Commercial, Industrial & Municipal											
Large Business Energy Solutions	2.13	2,332.6	618.082	476.8	(1.0)	(4.1)	1.9	-	13	21,486.4	307,893.6
Small Business Energy Solutions	1.14	1,169.9	398.640	627.5	28.6	460.7	0.8	0.8	70	7,988.7	129,608.2
Energy Rewards RFP Program	-	-	-	-	-	-	-	-	-	-	-
C&I Customer Engagement Platform	-	-	-	-	-	-	-	-	-	-	-
Education	-	-	7.499	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	1.65	3,502.5	1,024.220	1,104.3	27.5	456.5	2.7	0.8	83	29,475.0	437,501.8
Total	1.49	6,159.1	2,239.739	1,900.1	109.7	1,826.0	25.8	7.3	12,991	49,350.1	726,392.7

Note: a 10% NEI adder is applied to total benefits excluding water for all programs except HEA, which receives a 20% adder.

Program Cost-Effectiveness - 2019 PLAN

	Total Resource Benefit / Cost Ratio	Benefit (\$000)	Utility Costs (\$000)	Customer Costs (\$000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
Residential Programs											
Home Energy Assistance	1.04	388.3	374.026	-	11.8	114.2	1.2	0.9	62	1,947.4	39,469.7
Energy Star Homes	1.10	303.5	191.400	84.968	5.4	37.5	2.1	0.8	43	1,440.5	35,260.0
Home Performance with Energy Star	1.00	299.7	204.237	95.848	24.4	279.7	2.2	3.0	100	1,655.2	28,946.4
Energy Star Products	1.19	642.2	315.236	224.100	22.6	351.9	11.5	-	502	4,032.4	68,316.2
Home Energy Reports	1.06	86.7	81.756	-	-	-	-	-	11,600	3,252.0	8,745.6
Sub-Total Residential	1.09	1,720.5	1,166.655	404.9	64.3	783.3	16.9	4.7	12,307	12,327.5	180,737.9
Commercial, Industrial & Municipal											
Large Business Energy Solutions	1.84	1,961.4	623.035	442.3	-	-	-	-	72	16,150.3	236,973.5
Small Business Energy Solutions	1.71	1,059.6	380.546	239.4	1.5	27.2	0.1	-	317	8,229.1	130,383.7
Education	-	-	18.370	-	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	1.77	3,020.9	1,021.951	681.7	1.5	27.2	0.1	-	389	24,379.4	367,357.2
Smart Start	0.00	-	-	-	-	-	-	-	-	-	-
Total	1.45	4,741.5	2,188.606	1,086.7	65.8	810.5	17.0	4.7	12,696	36,706.9	548,095.1

Note: a 10% NEI adder is applied to total benefits excluding water for all programs except HEA, which receives a 20% adder.

Present Value Benefits - 2019 ACTUAL

	Total Benefits (\$000)	CAPACITY				ENERGY				Electric DRIPE	Total Electric Benefit	Gas Benefit	Gas DRIPE	Total Gas Benefit	Other Fuels	Fossil Emissions	Water Benefit	Other Non- Resource Benefit
		Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak									
Residential Programs																		
Home Energy Assistance	\$ 627.8	\$ 1.4	\$ -	\$ 1.5	\$ 1.4	\$ 1.4	\$ 1.9	\$ 0.5	\$ 0.7	\$ 0.4	\$ 9.2	\$ 448.2	\$ 14.0	\$ 462.2	\$ -	\$ 60.7	\$ 1.4	\$ 94.3
Energy Star Homes	\$ 385.7	\$ 2.5	\$ -	\$ 2.9	\$ 2.5	\$ 6.4	\$ 4.8	\$ 2.4	\$ 1.9	\$ 1.0	\$ 24.3	\$ 276.9	\$ 7.6	\$ 284.6	\$ -	\$ 41.5	\$ 4.4	\$ 30.9
Home Performance with Energy Star	\$ 284.2	\$ 4.4	\$ -	\$ 5.0	\$ 4.4	\$ 4.9	\$ 5.6	\$ 2.9	\$ 2.6	\$ 1.5	\$ 31.2	\$ 196.6	\$ 6.1	\$ 202.7	\$ -	\$ 26.7	\$ 0.2	\$ 23.4
Energy Star Products	\$ 1,210.1	\$ -	\$ -	\$ -	\$ -	\$ 14.6	\$ 13.4	\$ 0.2	\$ 0.3	\$ 0.6	\$ 29.1	\$ 932.5	\$ 28.9	\$ 961.4	\$ -	\$ 120.6	\$ -	\$ 99.0
Home Energy Reports	\$ 148.9	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 117.4	\$ 9.6	\$ 127.0	\$ -	\$ 9.2	\$ -	\$ 12.7
Sub-Total Residential	\$ 2,656.6	\$ 8.2	\$ -	\$ 9.4	\$ 8.3	\$ 27.2	\$ 25.6	\$ 6.0	\$ 5.4	\$ 3.5	\$ 93.8	\$ 1,971.5	\$ 66.3	\$ 2,037.9	\$ -	\$ 258.7	\$ 5.9	\$ 260.3
Commercial/Industrial Programs																		
Large Business Energy Solutions	\$ 2,332.6	\$ -	\$ -	\$ -	\$ -	\$ 4.4	\$ 6.5	\$ (4.5)	\$ (4.4)	\$ (0.0)	\$ 2.0	\$ 1,814.6	\$ 67.5	\$ 1,882.1	\$ -	\$ 259.4	\$ 0.7	\$ 188.4
Small Business Energy Solutions	\$ 1,169.9	\$ 0.6	\$ -	\$ 0.8	\$ 0.7	\$ 8.9	\$ 8.0	\$ 3.5	\$ 2.9	\$ 0.7	\$ 26.1	\$ 810.0	\$ 31.0	\$ 841.0	\$ -	\$ 112.3	\$ 103.8	\$ 86.7
Sub-Total Commercial & Industrial	\$ 3,502.5	\$ 0.6	\$ -	\$ 0.8	\$ 0.7	\$ 13.3	\$ 14.5	\$ (0.9)	\$ (1.5)	\$ 0.7	\$ 28.1	\$ 2,624.6	\$ 98.5	\$ 2,723.0	\$ -	\$ 371.7	\$ 104.5	\$ 275.1
Total	\$ 6,159.1	\$ 8.8	\$ -	\$ 10.2	\$ 9.0	\$ 40.5	\$ 40.1	\$ 5.1	\$ 3.9	\$ 4.2	\$ 121.9	\$ 4,596.1	\$ 164.8	\$ 4,760.9	\$ -	\$ 630.4	\$ 110.4	\$ 535.4

Present Value Benefits - 2019 PLAN

	Total Benefits (\$000)	CAPACITY				ENERGY				Electric DRIPE	Total Electric Benefit	Gas Benefit	Gas DRIPE	Total Gas Benefit	Other Fuels	Fossil Emissions	Water Benefit	Other Non- Resource Benefit
		Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak									
Residential Programs																		
Home Energy Assistance	\$ 388.3	\$ 1.0	\$ -	\$ 1.1	\$ 1.0	\$ 2.4	\$ 2.1	\$ 0.8	\$ 0.7	\$ 0.4	\$ 9.5	\$ 273.4	\$ 8.6	\$ 282.1	\$ -	\$ 37.0	\$ 1.3	\$ 58.3
Energy Star Homes	\$ 303.5	\$ 0.3	\$ -	\$ 0.5	\$ 0.5	\$ 0.9	\$ 0.6	\$ 0.3	\$ 0.2	\$ 0.2	\$ 3.6	\$ 234.0	\$ 6.4	\$ 240.4	\$ -	\$ 35.1	\$ -	\$ 24.4
Home Performance with Energy Star	\$ 299.7	\$ 3.2	\$ -	\$ 3.8	\$ 3.4	\$ 5.1	\$ 5.2	\$ 2.0	\$ 2.0	\$ 1.3	\$ 26.1	\$ 203.9	\$ 7.0	\$ 211.0	\$ -	\$ 25.8	\$ 13.2	\$ 23.7
Energy Star Products	\$ 642.2	\$ -	\$ -	\$ -	\$ -	\$ 10.0	\$ 9.1	\$ 0.1	\$ 0.2	\$ 0.4	\$ 19.8	\$ 492.2	\$ 18.3	\$ 510.5	\$ -	\$ 58.9	\$ -	\$ 53.0
Home Energy Reports	\$ 86.7	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 68.4	\$ 5.6	\$ 74.0	\$ -	\$ 5.3	\$ -	\$ 7.4	
Sub-Total Residential	\$ 1,720.5	\$ 4.5	\$ -	\$ 5.5	\$ 4.9	\$ 18.3	\$ 17.1	\$ 3.3	\$ 3.1	\$ 2.3	\$ 59.0	\$ 1,272.0	\$ 46.0	\$ 1,318.0	\$ -	\$ 162.1	\$ 14.5	\$ 166.9
Commercial/Industrial Programs																		
Large Business Energy Solutions	\$ 1,961.4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,535.3	\$ 69.9	\$ 1,605.2	\$ -	\$ 195.7	\$ -	\$ 160.5
Small Business Energy Solutions	\$ 1,059.6	\$ -	\$ -	\$ -	\$ -	\$ 0.6	\$ 0.9	\$ -	\$ 0.0	\$ 0.0	\$ 1.5	\$ 811.5	\$ 33.4	\$ 844.8	\$ -	\$ 113.3	\$ 15.3	\$ 84.6
Sub-Total Commercial & Industrial	\$ 3,020.9	\$ -	\$ -	\$ -	\$ -	\$ 0.6	\$ 0.9	\$ -	\$ 0.0	\$ 0.0	\$ 1.5	\$ 2,346.7	\$ 103.3	\$ 2,450.0	\$ -	\$ 308.9	\$ 15.3	\$ 245.1
Smart Start	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 4,741.5	\$ 4.5	\$ -	\$ 5.5	\$ 4.9	\$ 18.9	\$ 18.0	\$ 3.3	\$ 3.1	\$ 2.3	\$ 60.5	\$ 3,618.8	\$ 149.2	\$ 3,768.0	\$ -	\$ 471.1	\$ 29.9	\$ 412.0

**Performance Incentive Calculation
 2019**

	<u>Actual</u>	<u>Planned</u>
Commercial/Industrial Incentive		
1. Benefit/Cost Ratio	1.60	1.72
2. Threshold Benefit / Cost Ratio ¹	1.00	1.00
3. Lifetime MMBtu Savings	437,502	367,357
4. Threshold Lifetime MMBtu Savings (65%) ²		238,782
5. Implementation Expenses	\$1,024,220	\$1,021,951
6. Benefit / Cost Percentage of Implementaton Expenses	2.56%	2.75%
7. Lifetime MMBtu Percentage of Implementation Expenses	3.28%	2.75%
8. Commercial & Industrial Performance Incentive	\$59,805	\$56,207
9. Maximum Commercial & Industrial Performance Incentive (6.875%)		\$70,259
Residential Incentive		
10. Benefit / Cost Ratio	1.27	1.05
11. Threshold Benefit / Cost Ratio ¹	1.00	1.00
12. Lifetime MMBtu Savings	288,891	180,738
13. Threshold Lifetime MMBtu Savings (65%) ²	187,779	117,480
14. Implementation Expenses	\$1,215,519	\$1,166,655
15. Benefit / Cost Percentage of Implementation Expenses	3.33%	2.75%
16. Lifetime MMBtu Percentage of Implementation Expenses	3.44%	2.75%
17. Residential Performance Incentive	\$82,282	\$64,166
18. Maximum Residential Performance Incentive (6.875%)	\$83,567	\$80,208
19. TOTAL PLANNED / EARNED INCENTIVE	\$142,087	\$120,373

Notes

1. Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.
2. Benefit Cost ratios are Nominal\$/Nominal\$

**Planned Versus Actual Benefit / Cost Ratio by Sector
2019**

	<u>Actual</u>	<u>Planned</u>
Commercial & Industrial		
1. Benefits (Value) From Eligible Programs	\$ 3,502,472	\$ 3,020,924
2. Implementation Expenses	\$ 1,024,220	\$ 1,021,951
3. Customer Contribution	\$ 1,104,261	\$ 681,747
4. Performance Incentive	\$ 59,805	\$ 56,207
5. Total Costs	\$ 2,188,286	\$ 1,759,906
6. Benefit/Cost Ratio - Commercial & Industrial Sector	1.60	1.72
Residential		
7. Benefits (Value) From Eligible Programs	\$ 2,656,621	\$ 1,720,529
8. Implementation Expenses	\$ 1,215,519	\$ 1,166,655
9. Customer Contribution	\$ 795,873	\$ 404,916
10. Performance Incentive	\$ 82,282	\$ 64,166
11. Total Costs	\$ 2,093,673	\$ 1,635,737
12. Benefit/Cost Ratio - Residential Sector	1.27	1.05

**Lifetime Energy Savings by Sector and Program
2019**

	Lifetime MMBtu Savings	
	<u>Actual</u>	<u>Planned</u>
Commercial & Industrial		
Large Business Energy Solutions	307,894	236,974
Small Business Energy Solutions	129,608	130,384
Total Commercial & Industrial	437,502	367,357
Residential		
Home Energy Assistance	65,090	39,470
Energy Star Homes	41,663	35,260
Home Performance with Energy Star	28,383	28,946
Energy Star Products	138,776	68,316
Home Energy Reports	14,978	8,746
Total Residential	288,891	180,738

**2019 Annual Report Reconciliation
Northern Utilities - Unutil Gas
January 1, 2019 - December 31, 2019**

**Unutil Gas Annual Report 2019
2019 Energy Efficiency Charge Fund Reconciliation**

		Residential	Low Income	C&I	Total 2019
1. Beginning Balance: 1/1/2019	(Over)/Under	\$ 105,968	\$ -	\$ (38,884)	\$ 67,084
Revenues					
2. Energy Efficiency Charge Revenue		\$ 895,189	\$ 394,148	\$ 1,152,128	\$ 2,441,465
3. Interest		\$ (3,263)		\$ 28,145	\$ 24,882
4. Total Funding	Σ Lines 2 - 3	\$ 891,925	\$ 394,148	\$ 1,180,273	\$ 2,466,346
Expenses					
5. Program Expenses		\$ 828,683	\$ 386,836	\$ 1,024,220	\$ 2,239,740
6. 2019 Planned Performance Incentive		\$ 43,595	\$ 20,571	\$ 56,207	\$ 120,373
7. PI Prior Year(s) True Up		\$ 11,832	\$ (13,260)	\$ (891)	\$ (2,319)
8. Transfer to OBF		\$ 30,000	\$ -	\$ 53,000	\$ 83,000
9. Total Expenses	Σ Lines 5 thru 8	\$ 914,110	\$ 394,148	\$ 1,132,537	\$ 2,440,794
10. Ending Balance: 12/31/2019	Lines 1 - 4 + 9	\$ 128,152	\$ -	\$ (86,621)	\$ 41,532

Notes:

Line 6: 2019 Planned PI reflects what was budgeted and booked in 2019 model

Line 8: The initial transfer of funds to the On-Bill Financing Fund was incorrect and the transaction was reversed in February 2020. This presentation reflects the correct transaction.

Northern Utilities, Inc.
NHPUC Docket No. DE 17-136
2019 Annual Report – Lost Base Revenue

In accordance with the requirements of the Settlement Agreement approved by the New Hampshire Public Utilities Commission in Order No. 26,095, dated January 2, 2018 in DE 17-136, Northern Utilities, Inc. (“NUI”) herein provides its calculation of lost base revenue (“LBR”) for 2019. A description of how the Average Distribution Rate (“ADR”) for lost revenue was calculated, including information on the inclusion or exclusion of relevant inputs such as customer charges and meter charges is included herein. As required, the billing determinants in these calculations are based on 2019 data and rates in effect throughout 2019. The reconciliation of LBR with revenue collected through the Lost Revenue Rate is also provided as part of this report. The contents of the report are provided below.

Page 1 provides the total LBR for January through December 2019. The calculation is based on the therm savings provided on page 3 and the ADRs provided on page 4.

Page 2 provides a reconciliation of the 2019 LBR from page 1 with revenues collected through the Lost Revenue Rate.

Page 3 provides program year 2019 savings for the LBR calculations.

Page 4 provides the calculation of the ADR for the January 1 to April 30, 2019 period, May-October 2019 period and the November-December 2019 period. The periods reflect seasonal rate changes.

Page 5 provides supporting detail for the ADR calculated on page 4.

Pages 6 through 9 provide supporting documentation of the customer charges and distribution rates in effect January 1 to April 30, 2019, which are used in the calculations on page 5.

Pages 10 through 13 provide supporting documentation of the customer charges and distribution rates in effect May 1 to October 31, 2019, which are used in the calculations on page 5.

Pages 14 through 17 provide supporting documentation of the customer charges and distribution rates in effect November 1 to December 31, 2019, which are used in the calculations on page 5.

Page 18 provides supporting documentation for billing determinants used in the ADR calculations. This data was extracted from the company’s billing system. Note that customer counts for each rate class shown on page 5 were derived by dividing customer charge revenue by the customer charge in effect. This method was used since customer counts change throughout the month. Dividing customer charge revenue by the customer charge in effect results in a customer count that reflects the billing determinant for the month. As indicated above, the ADR does not include customer charges so this method has no impact on LBR.

With respect to the calculation of ADR, as shown on page 4, NUI calculated an ADR for each sector by dividing the total therm distribution revenue by the therms for the applicable time period. Details by class are shown on page 5. As shown, the therm distribution revenue is calculated by multiplying the distribution rates that were billed for the period by the billing determinants for the same period. As indicated above, NUI calculated ADR for three periods (January-April 30, 2019, May-October 2019 and November-December 2019), corresponding to distribution rate changes in effect in 2019. The January through April period uses rates in effect for the Winter Season. The May through October period uses Summer Season rates. The November through December period uses Winter Season rates.

Northern Utilities
 Actual Monthly and Cumulative Savings (Therms) and Lost Base Revenue
 January 1, 2019 to December 31, 2019

Line	Description	12/31/2018	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	2019
		Col. B	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	June 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Annual Savings
		Col. C	Col. D	Col. E	Col. F	Col. G	Col. H	Col. I	Col. J	Col. K	Col. L	Col. M	Col. N	Col. O	
1	Residential Annualized Savings	186,524	-	11,093	51,190	18,022	14,570	51,129	16,139	472	-	-	-	-	162,615
2	C&I Annualized Savings	447,694	-	1,553	4,100	8,510	3,429	132	5,019	508	29,983	115,345	65,423	7,159	241,161
3	Total		-	12,646	55,290	26,532	17,999	51,261	21,158	980	29,983	115,345	65,423	7,159	403,776
Total 2019															
			Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	June 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	LBR
4	Monthly Residential Savings		-	924	4,266	1,502	1,214	4,261	1,345	39	-	-	-	-	13,551
5	Cumulative Residential Savings	15,544	15,544	16,468	20,734	22,236	23,450	27,711	29,056	29,095	29,095	29,095	29,095	29,095	300,673
6	Average Residential Distribution Rate		0.6656	0.6656	0.6656	0.6656	0.6108	0.6108	0.6108	0.6108	0.6108	0.6108	0.6915	0.6915	
7	Lost Residential Revenue		\$ 10,346	\$ 10,961	\$ 13,800	\$ 14,800	\$ 14,323	\$ 16,925	\$ 17,747	\$ 17,771	\$ 17,771	\$ 17,771	\$ 20,120	\$ 20,120	\$ 192,453
8	Monthly C&I Savings		-	129	342	709	286	11	418	42	2,499	9,612	5,452	597	20,097
9	Cumulative C&I Savings	37,308	37,308	37,437	37,779	38,488	38,774	38,785	39,203	39,245	41,744	51,356	56,808	57,405	514,332
10	Average C&I Distribution Rate		0.1920	0.1920	0.1920	0.1920	0.1198	0.1198	0.1198	0.1198	0.1198	0.1198	0.1988	0.1988	
11	Lost C&I Revenue		\$ 7,165	\$ 7,189	\$ 7,255	\$ 7,391	\$ 4,647	\$ 4,648	\$ 4,698	\$ 4,703	\$ 5,003	\$ 6,155	\$ 11,295	\$ 11,413	\$ 81,561
12	Total Lost Revenue		\$ 17,510	\$ 18,151	\$ 21,055	\$ 22,191	\$ 18,969	\$ 21,573	\$ 22,445	\$ 22,474	\$ 22,773	\$ 23,925	\$ 31,414	\$ 31,533	274,015

Line 1: Actual Therm Savings - See page 3
 Line 2: Actual Therm Savings - See page 3
 Line 3: Line 1 + Line 2
 Line 4: Line 1 / 12
 Line 5: Prior Month Line 5 + Current Month Line 4
 Line 6: Page 4, Line 4, Col. 3; Page 4, Line 20, Col. 3
 Line 7: Line 5 x Line 6
 Line 8: Line 2 / 12
 Line 9: Prior Month Line 9 + Current Month Line 8
 Line 10: Page 4, Line 11, Col. 3; Page 4, Line 27, Col. 3
 Line 11: Line 9 x Line 10
 Line 12: Line 7 + Line 11

Northern Utilities, Inc.
Lost Revenue Reconciliation
2019

Line	Sector / Description	Unit	Prior	Actual Jan-19	Actual Feb-19	Actual Mar-19	Actual Apr-19	Actual May-19	Actual Jun-19	Actual Jul-19	Actual Aug-19	Actual Sep-19	Actual Oct-19	Actual Nov-19	Actual Dec-19	Total
1	RESIDENTIAL															
2	Beginning Balance - (Over)/Under	\$'s		\$ 10,002	\$ (3,091)	\$ (17,741)	\$ (26,371)	\$ (26,447)	\$ (20,852)	\$ (8,145)	\$ 6,780	\$ 22,207	\$ 37,699	\$ 51,276	\$ 58,859	
3	COSTS															
4	Lost Distribution Revenue	\$'s		\$ 10,346	\$ 10,961	\$ 13,800	\$ 14,800	\$ 14,323	\$ 16,925	\$ 17,747	\$ 17,771	\$ 17,771	\$ 17,771	\$ 20,120	\$ 20,120	192,453
5																
6	REVENUE															
7	Revenue Through Lost Revenue Rate	\$'s		\$ 23,454	\$ 25,569	\$ 22,332	\$ 14,756	\$ 8,618	\$ 4,153	\$ 2,818	\$ 2,411	\$ 2,414	\$ 4,391	\$ 12,774	\$ 31,411	155,103
8																
9	(Over)/Under-Recovery (Exc interest)	\$'s		\$ (3,107)	\$ (17,699)	\$ (26,273)	\$ (26,328)	\$ (20,742)	\$ (8,079)	\$ 6,783	\$ 22,140	\$ 37,564	\$ 51,078	\$ 58,622	\$ 47,568	
10																
11	INTEREST															
12	Average Monthly Balance			\$ 3,447	\$ (10,395)	\$ (22,007)	\$ (26,349)	\$ (23,594)	\$ (14,466)	\$ (681)	\$ 14,460	\$ 29,885	\$ 44,388	\$ 54,949	\$ 53,213	
13	Interest Rate-WSJ Prime Rate	Annual %		5.25%	5.25%	5.25%	5.50%	5.50%	5.50%	5.50%	5.50%	5.50%	5.25%	5.25%	5.25%	Total
14	Days per Month			31	28	31	30	31	30	31	31	30	31	30	31	365
15	Computed Interest	\$'s		\$ 15	\$ (42)	\$ (98)	\$ (119)	\$ (110)	\$ (65)	\$ (3)	\$ 68	\$ 135	\$ 198	\$ 237	\$ 237	\$ 452
16																
17	Ending Balance	\$'s		\$ (3,091)	\$ (17,741)	\$ (26,371)	\$ (26,447)	\$ (20,852)	\$ (8,145)	\$ 6,780	\$ 22,207	\$ 37,699	\$ 51,276	\$ 58,859	\$ 47,805	
18	COMMERCIAL & INDUSTRIAL															
19	Beginning Balance - (Over)/Under	\$'s		\$ (21,754)	\$ (25,446)	\$ (29,204)	\$ (32,198)	\$ (32,333)	\$ (33,466)	\$ (32,746)	\$ (31,688)	\$ (30,522)	\$ (28,966)	\$ (27,418)	\$ (24,343)	
20																
21	COSTS															
22	Lost Distribution Revenue	\$'s		\$ 7,165	\$ 7,189	\$ 7,255	\$ 7,391	\$ 4,647	\$ 4,648	\$ 4,698	\$ 4,703	\$ 5,003	\$ 6,155	\$ 11,295	\$ 11,413	81,561
23																
24	REVENUE															
25	Revenue Through Lost Revenue Rate	\$'s		\$ 10,752	\$ 10,837	\$ 10,112	\$ 7,381	\$ 5,627	\$ 3,779	\$ 3,490	\$ 3,392	\$ 3,312	\$ 4,482	\$ 8,108	\$ 12,155	83,426
26																
27	(Over)/Under-Recovery (Exc interest)	\$'s		\$ (25,341)	\$ (29,094)	\$ (32,061)	\$ (32,187)	\$ (33,313)	\$ (32,597)	\$ (31,538)	\$ (30,377)	\$ (28,832)	\$ (27,293)	\$ (24,231)	\$ (25,084)	
28																
29	INTEREST															
30	Average Monthly Balance			\$ (23,548)	\$ (27,270)	\$ (30,633)	\$ (32,193)	\$ (32,823)	\$ (33,031)	\$ (32,142)	\$ (31,032)	\$ (29,677)	\$ (28,129)	\$ (25,825)	\$ (24,714)	
31	Interest Rate-WSJ Prime Rate	Annual %		5.25%	5.25%	5.25%	5.50%	5.50%	5.50%	5.50%	5.50%	5.50%	5.25%	5.25%	5.25%	Total
32	Days per Month			31	28	31	30	31	30	31	31	30	31	30	31	365
33	Computed Interest	\$'s		\$ (105)	\$ (110)	\$ (137)	\$ (146)	\$ (153)	\$ (149)	\$ (150)	\$ (145)	\$ (134)	\$ (125)	\$ (111)	\$ (110)	\$ (1,354)
34																
35	Ending Balance	\$'s		\$ (25,446)	\$ (29,204)	\$ (32,198)	\$ (32,333)	\$ (33,466)	\$ (32,746)	\$ (31,688)	\$ (30,522)	\$ (28,966)	\$ (27,418)	\$ (24,343)	\$ (25,195)	

Line 2/19: Prior period ending balance
Lines 4/22: Page 1, Line 7/Page 1, Line 11
Line 7/25: Accounting actual data
Line 9: Line 2 + Line 4 - Line 7
Line 12: (Line 2+Line 9)/2
Lines 13/31: Prime Rate
Line 15: Line 12X(Line 13/# days per year)X Line 14
Line 17: Line 9 + Line 15
Line 27: Line 19+Line 22-Line 25
Line 30: (Line 19+Line 27)/2
Line 33: Line 30 X (Line 31/# days per year)X Line 32
Line 35: Line 27 + Line 33

**NORTHERN UTILITIES, INC. - NH
 Gas Savings for LBR Calculation**

		PROGRAM YEAR 2019				
		PLAN	ACTUAL	CAP	VARIANCE	
		Annual	Annual	PLAN @	Cap mius	Percent
		Therms	Therms	110%	Actual	of Plan
1.	Residential Programs					
2.	Home Energy Assistance	19,474	32,394			
3.	EnergyStar Homes	14,405	17,062			
4.	Home Performance w/EnergyStar	16,552	13,143			
5.	EnergyStar Products	40,324	81,543			
6.	Home Energy Reports	32,520	54,610			
7.	Residential	123,275	198,751			
8.						
9.	Commercial & Industrial Programs					
10.	Large Business Energy Solutions	161,503	214,864			
11.	Small Business Energy Solutions	82,291	79,887			
12.	-	-	-			
13.	Commercial & Industrial	243,794	294,750			
14.						
15.	Total 2019 Portfolio	367,069	493,501	403,776	(89,725)	134%

Monthly LBR Savings - 2019 Installations		Prior Year	Actual Jan-19	Actual Feb-19	Actual Mar-19	Actual Apr-19	Actual May-19	Actual Jun-19	Actual Jul-19	Actual Aug-19	Actual Sep-19	Actual Oct-19	Actual Nov-19	Actual Dec-19	Total
16.	Residential Programs														
17.	Annualized Therms by Month	L. 19 * 12 Mo.	0	11,093	51,190	18,022	14,570	51,129	16,139	472	0	0	0	0	162,615
18.															
19.	Monthly Incremental	Installed Th / Mo.	0	924	4,266	1,502	1,214	4,261	1,345	39	0	0	0	0	13,551
20.	Monthly Cumulative	Sum of L. 19	0	924	5,190	6,692	7,906	12,167	13,512	13,551	13,551	13,551	13,551	13,551	114,148
21.	Monthly Cumulative including Prior	Sum of L. 20 + Prior	15,544	15,544	16,468	20,734	22,236	23,450	27,711	29,056	29,095	29,095	29,095	29,095	300,673
22.															
23.	Commercial & Industrial Programs														
24.	Annualized Therms by Month	L. 26 * 12 Mo.	0	1,553	4,100	8,510	3,429	132	5,019	508	29,983	115,345	65,423	7,159	241,161
25.															
26.	Monthly Incremental	Installed Th / Mo.	0	129	342	709	286	11	418	42	2,499	9,612	5,452	597	20,097
27.	Monthly Cumulative	Sum of L. 26	0	129	471	1,180	1,466	1,477	1,895	1,938	4,436	14,048	19,500	20,097	66,638
28.	Monthly Cumulative including Prior	Sum of L. 27 + Prior	37,308	37,308	37,437	37,779	38,488	38,774	38,785	39,203	39,245	41,744	51,356	56,808	514,332

NOTES:

1. Equals Actuals divided by Plan. See Settlement in DE 15-137, at 5. "In each calendar year, for each utility, the savings for which lost revenue may be recovered will be capped at 110% of planned annual savings.
2. Reduced August Residential and December C&I savings to cap annual LBR savings due to current year installations at 110% of Plan. See Note 1.

Northern Utilities, Inc.
2019 Summary of Average Distribution Rate for Lost Revenue
Calculation of Average Distribution Rate for Lost Revenue (Summary)
Based on Actual Billing Determinants at Current Distribution Rates

January - April 2019

	(1)	(2)	(3)=(1)X(2)
	Total Volumetric Revenue	Total Annual therms	Average Distribution Rate \$/therm
1 R-5	\$7,651,643	11,488,953	\$0.6660
2 R-10	\$239,849	360,134	\$0.6660
3 R-6	\$69,359	111,385	\$0.6227
4 Total Residential Service	\$7,960,851	11,960,472	\$0.6656
5 G-40	\$1,307,738	7,285,447	\$0.1795
6 G-50	\$166,313	926,534	\$0.1795
7 G-41	\$2,004,434	8,587,976	\$0.2334
8 G-51	\$336,628	2,215,276	\$0.1520
9 G-42	\$546,472	2,862,611	\$0.1909
10 G-52	\$999,128	6,037,025	\$0.1655
11 Total General Service	\$5,360,712	27,914,869	\$0.1920
12 Total Company	\$13,321,563	39,875,341	

May - October 2019

	(1)	(2)	(3)=(1)X(2)
	Total Volumetric Revenue	Total Annual therms	Average Distribution Rate \$/therm
R-5	\$1,998,962	3,277,524	\$0.6099
R-10	\$53,386	87,532	\$0.6099
R-6	\$52,855	81,692	\$0.6470
Total Residential Service	\$2,105,202	3,446,748	\$0.6108
G-40	\$305,527	1,638,213	\$0.1865
G-50	\$134,370	720,485	\$0.1865
G-41	\$483,406	2,550,957	\$0.1895
G-51	\$273,518	2,195,527	\$0.1246
G-42	\$187,558	1,555,205	\$0.1206
G-52	\$675,219	8,525,494	\$0.0792
Total General Service	\$2,059,598	17,185,881	\$0.1198
Total Company	\$4,164,800	20,632,629	

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November - December 2019

	(1)	(2)	(3)=(1)X(2)
	Total Volumetric Revenue	Total Annual therms	Average Distribution Rate \$/therm
R-5	\$2,761,917	3,991,210	\$0.6920
R-10	\$65,218	94,245	\$0.6920
R-6	\$28,212	43,604	\$0.6470
Total Residential Service	\$2,855,347	4,129,059	\$0.6915
G-40	\$420,229	2,253,239	\$0.1865
G-50	\$49,890	267,506	\$0.1865
G-41	\$781,999	3,224,739	\$0.2425
G-51	\$148,423	932,316	\$0.1592
G-42	\$317,160	1,598,587	\$0.1984
G-52	\$463,028	2,692,021	\$0.1720
Total General Service	\$2,180,728	10,968,408	\$0.1988
Total Company	\$5,036,075	15,097,467	
Total Company CY 2019	\$22,522,438	75,605,437	

Northern Utilities, Inc.
2019 Summary of Average Distribution Rate for Lost Revenue
Calculation of Average Distribution Rate for Lost Revenue (Detail)

Jan - April 2019	(1)	(2)	(3)=(1)X(2)	(4)		(5)		(6) = (4) X (5)	(7)		(8)		(9) = (7) X (8)
	Number of Customers	Customer Charge Effective Jan - Apr	Calculated Customer	Billing Determinants		Winter Distribution Rates		Calculated Winter Distribution	Billing Determinants		Summer Distribution Rates		Calculated Summer Distribution
				First	Excess	First	Excess		First	Excess	First	Excess	
				Therms	Therms	Therms \$/thm	Therms \$/thm	Revenue	Therms	Therms	Therms \$/thm	Therms \$/thm	Revenue
R-5 Residential, Heating	98,728	\$21.36	\$2,108,829	4,446,875	7,042,078	\$ 0.6660	\$ 0.6660	\$7,651,643	2,834,361	443,163	\$ 0.6099	\$ 0.6099	\$1,998,962
R-10 Residential Heating, Low Income	3,588	\$8.54	\$30,643	165,981	194,153	\$ 0.6660	\$ 0.6660	\$239,849	76,929	10,603	\$ 0.6099	\$ 0.6099	\$53,386
R-6 Residential, Non-Heating	5,024	\$21.36	\$107,317	34,770	76,615	\$ 0.6227	\$ 0.6227	\$69,359	50,338	31,354	\$ 0.6470	\$ 0.6470	\$52,855
Total Residential Service	107,340		\$2,246,788	4,647,626	7,312,846			\$7,960,851	2,961,628	485,120			\$2,105,202
G-40 Low Annual, High Winter Use	20,723	\$72.26	\$1,497,432	1,396,246	5,889,201	\$ 0.1795	\$ 0.1795	\$1,307,738	764,224	873,989	\$ 0.1865	\$ 0.1865	\$305,527
G-50 Low Annual, Low Winter Use	3,254	\$72.26	\$235,132	149,600	776,934	\$ 0.1795	\$ 0.1795	\$166,313	215,924	504,561	\$ 0.1865	\$ 0.1865	\$134,370
G-41 Medium Annual, High Winter Use	2,710	\$214.26	\$580,677	8,587,976	0	\$ 0.2334		\$2,004,434	2,550,957	0	\$ 0.1895		\$483,406
G-51 Medium Annual, Low Winter Use	1,125	\$214.26	\$241,086	1,273,225	942,051	\$ 0.1648	\$ 0.1346	\$336,628	1,394,554	800,973	\$ 0.1337	\$ 0.1087	\$273,518
G-42 High Annual, High Winter Use	123	\$1,285.55	\$157,984	2,862,611	0	\$ 0.1909		\$546,472	1,555,205	0	\$ 0.1206		\$187,558
G-52 High Annual, Low Winter Use	132	\$1,285.55	\$169,740	6,037,025	0	\$ 0.1655		\$999,128	8,525,494	0	\$ 0.0792		\$675,219
Total General Service	28,067		\$2,882,051	20,306,683	7,608,186			\$5,360,712	15,006,358	2,179,523			\$2,059,598
Total Company	135,407		\$5,128,840	24,954,309	14,921,032			\$13,321,563	17,967,986	2,664,643			\$4,164,800

Calculation of Average Distribution Rate for Lost Revenue (Detail)

May - December 2019	(1)	(2)	(3)=(1)X(2)	(4)		(5)		(6) = (4) X (5)
	Number of Customers	Customer Charge	Calculated Customer	Billing Determinants		Winter Distribution Rates		Calculated Winter Distribution
				First	Excess	First	Excess	
				Therms	Therms	Therms \$/thm	Therms \$/thm	Revenue
R-5 Residential, Heating	198,386	\$22.20	\$4,404,179	2,032,051	1,959,159	\$ 0.6920	\$ 0.6920	\$2,761,917
R-10 Residential Heating, Low Income	5,422	\$8.88	\$48,147	54,740	39,505	\$ 0.6920	\$ 0.6920	\$65,218
R-6 Residential, Non-Heating	10,319	\$22.20	\$229,074	17,260	26,344	\$ 0.6470	\$ 0.6470	\$28,212
Total Residential Service	214,127		\$4,681,399	2,104,051	2,025,008			\$2,855,347
G-40 Low Annual, High Winter Use	39,528	\$75.09	\$2,968,174	596,015	1,657,224	\$ 0.1865	\$ 0.1865	\$420,229
G-50 Low Annual, Low Winter Use	6,657	\$75.09	\$499,893	73,071	194,435	\$ 0.1865	\$ 0.1865	\$49,890
G-41 Medium Annual, High Winter Use	5,476	\$222.64	\$1,219,101	3,224,739	0	\$ 0.2425		\$781,999
G-51 Medium Annual, Low Winter Use	2,230	\$222.64	\$496,587	574,814	357,502	\$ 0.1712	\$ 0.1399	\$148,423
G-42 High Annual, High Winter Use	246	\$1,335.81	\$328,706	1,598,587	0	\$ 0.1984		\$317,160
G-52 High Annual, Low Winter Use	264	\$1,335.81	\$352,595	2,692,021	0	\$ 0.1720		\$463,028
Total General Service	54,402		\$5,865,057	8,759,247	2,209,161			\$2,180,728
Total Company	268,529		\$10,546,456	10,863,298	4,234,169			\$5,036,075

Calculation of Average Distribution Rate for Lost Revenue 2019 (Summary)

	(1)=(3)	(2) = (6) + (9)	(3)=(1)+(2)	(4)=(4)+(7)
	Total Calculated Customer Charge Revenue	Total Volumetric Revenue	Total Distribution Revenue	Total Annual Therms
R-5	\$6,513,007	\$12,412,522	\$18,925,529	18,757,687
R-10	\$78,790	\$358,453	\$437,242	541,911
R-6	\$336,391	\$150,426	\$486,817	236,681
Total Residential Service	\$6,928,188	\$12,921,400	\$19,849,588	19,536,279
G-40/T-40	\$4,465,606	\$2,033,494	\$6,499,099	11,176,899
G-50/T-50	\$735,025	\$350,573	\$1,085,599	1,914,525
G-41/T-41	\$1,799,778	\$3,269,839	\$5,069,618	14,363,672
G-51/T-51	\$737,673	\$758,568	\$1,496,241	5,343,119
G-42/T-42	\$486,690	\$1,051,190	\$1,537,880	6,016,403
G-52/T-52	\$522,336	\$2,137,374	\$2,659,710	17,254,540
Total General Service	\$8,747,108	\$9,601,038	\$18,348,146	56,069,158
Total Company	\$15,675,296	\$22,522,438	\$38,197,734	75,605,437

Notes:
 Column (1), Column (4) and Column (7): 2019 actual billing determinants.
 Column (2), Column (5) and Column (8): Winter distribution rates effective November 1, 2018 & November 1, 2019, Summer distribution rates effective May 1, 2019.

Northern Utilities - NH
 Summary of Rates: Winter Season
 Delivery Service and Supply Charges
 Effective: January 1, 2019

APPROVED

Service	Winter Rates Blocks	Customer Charge	DELIVERY CHARGES		Local Delivery Adjustment Charge (LDAC) ⁽¹⁾	GAS SUPPLY CHARGES		Total Incl. COG
			Distribution Charge	Total Delivery		COG ⁽¹⁾		
Residential Heat R-5	Customer Charge	\$21.36				\$21.36		\$21.36
	First 50 therms		\$0.6660	\$0.0691	\$0.7351	\$0.8618	\$1.5969	
	Excess 50 therms		\$0.6660	\$0.0691	\$0.7351	\$0.8618	\$1.5969	
Residential Low Income Heat R-10	Customer Charge	\$8.54				\$8.54		\$8.54
	First 50 therms		\$0.2664	\$0.0691	\$0.3355	\$0.8618	\$1.1973	
	Excess 50 therms		\$0.2664	\$0.0691	\$0.3355	\$0.8618	\$1.1973	
Residential NonHeat R-6	Customer Charge	\$21.36				\$21.36		\$21.36
	First 10 therms		\$0.6227	\$0.0691	\$0.6918	\$0.8618	\$1.5536	
	Excess 10 therms		\$0.6227	\$0.0691	\$0.6918	\$0.8618	\$1.5536	
General Service Low Annual, High Winter Use⁽²⁾ G-40 Less than or equal to 8,000 Therms/Yr.	Customer Charge	\$72.26				\$72.26		\$72.26
	First 75 therms		\$0.1795	\$0.0396	\$0.2191	\$0.8771	\$1.0962	
	Excess 75 therms		\$0.1795	\$0.0396	\$0.2191	\$0.8771	\$1.0962	
General Service Low Annual, Low Winter Use⁽²⁾ G-50 Less than or equal to 8,000 Therms/Yr.	Customer Charge	\$72.26				\$72.26		\$72.26
	First 75 therms		\$0.1795	\$0.0396	\$0.2191	\$0.7601	\$0.9792	
	Excess 75 therms		\$0.1795	\$0.0396	\$0.2191	\$0.7601	\$0.9792	
General Service Medium Annual, High Winter Use⁽²⁾ G-41 Greater than 8,000 but less than or equal to 80,000 Therms/Yr.	Customer Charge	\$214.26				\$214.26		\$214.26
	All Therms		\$0.2334	\$0.0396	\$0.2730	\$0.8771	\$1.1501	
General Service Medium Annual, Low Winter Use⁽²⁾ G-51 Greater than 8,000 but less than or equal to 80,000 Therms/Yr.	Customer Charge	\$214.26				\$214.26		\$214.26
	First 1,300 Therms		\$0.1648	\$0.0396	\$0.2044	\$0.7601	\$0.9645	
	Excess 1,300 Therms		\$0.1346	\$0.0396	\$0.1742	\$0.7601	\$0.9343	
General Service High Annual, High Winter Use⁽²⁾ G-42 Greater than 80,000 Therms/Yr.	Customer Charge	\$1,285.55				\$1,285.55		\$1,285.55
	All Therms		\$0.1909	\$0.0396	\$0.2305	\$0.8771	\$1.1076	
General Service High Annual, Low Winter Use⁽²⁾ G-52 Greater than 80,000 Therms/Yr.	Customer Charge	\$1,285.55				\$1,285.55		\$1,285.55
	All Therms		\$0.1655	\$0.0396	\$0.2051	\$0.7601	\$0.9652	
General Service Interruptible Transportation IT Greater than 80,000 Therms/Yr.	Customer Charge	\$170.21				\$170.21		\$170.21
	First 20,000 therms		\$0.1299		\$0.1299		\$0.1299	
	Excess 20,000 therms		\$0.1108		\$0.1108		\$0.1108	

Northern Utilities - NH
 Summary of Rates: Winter Season
 Delivery Service and Supply Charges
 Effective: January 1, 2019

APPROVED

Service	Winter Rates Blocks	Customer Charge	Distribution Charge	DELIVERY CHARGES		GAS SUPPLY CHARGES		Total Incl. COG
				Local Delivery Adjustment Charge (LDAC) ⁽¹⁾	Total Delivery	COG ⁽¹⁾		
General Service								
Interruptible Stand-by Gas Supply ISGS	All Therms		marginal plus	<\$0.05			variable	

(1) The LDAC and the COG are broken out into individual rate components. (See page 3). The COG is not applicable to Transportation Only Customers.
 (2) High winter use is winter period usage greater than or equal to 67% of annual usage. Low winter use is winter period usage less than 67% of annual usage.
 The Winter Period is defined as the billing months of November through April. The Summer Period is defined as the billing months of May through October.

Northern Utilities - NH
 Summary of LDAC/COG Components: Winter Season
 Effective: January 1, 2019

APPROVED

LOCAL DELIVERY ADJUSTMENT CLAUSE (Winter Season)

Service	RLIARA	CC	LRR	ERC	ITMC	RCE	RPC	Total LDAC
Rate Classes R-5, R-6, R-10	\$0.0044	\$0.0501	\$0.0072	\$0.0058	\$0.0000	\$0.0029	(\$0.0013)	\$0.0691
G-40, G-50, G-41, G-51, G-42, G-52,	\$0.0044	\$0.0264	\$0.0014	\$0.0058	\$0.0000	\$0.0029	(\$0.0013)	\$0.0396

RLIARA = Residential Low Income Assistance and Regulatory Assessment Costs, CC - Conservation Charge Costs (a.k.a. EE-Energy Efficiency; and DSM-Demand-side Management).
 ERC = Environmental Response Costs, ITMC = Interruptible Transportation Margin Credit
 RCE = Expenses Related to Rate Case, RPC = Reconciliation of Permanent Changes in Delivery Rates
 LRR = Lost Revenue Rate (to recover lost revenue related to Energy Efficiency Programs)

COST OF GAS ADJUSTMENT CLAUSE (Winter Season)

Service	Demand Cost of Gas	Commodity Cost of Gas	Reconciliation Costs	Working Capital	Bad Debt	Production & Storage Cap	Misc. Overhead	Demand Supplier Refund	Commodity Supplier Refund	Total COG
Applies to the following Rate Classes R-5, R-6, R-10	\$0.3368	\$0.4758	\$0.0151	\$0.0024	\$0.0046	\$0.0136	\$0.0135	\$0.0000	\$0.0000	\$0.8618
G-40, G-41, G-42	\$0.3482	\$0.4797	\$0.0151	\$0.0024	\$0.0046	\$0.0136	\$0.0135	\$0.0000	\$0.0000	\$0.8771
G-50, G-51, G-52	\$0.2599	\$0.4510	\$0.0151	\$0.0024	\$0.0046	\$0.0136	\$0.0135	\$0.0000	\$0.0000	\$0.7601

Northern Utilities - NH
 Delivery Service Miscellaneous Fees: Winter Period
 Effective: January 1, 2019
APPROVED

RE-ENTRY RATE (Winter Season)

Applies to the following Rate Classes (\$ per ccf)	Re-entry Rate
G-40, G-41, G-42, G-50, G-51, G-52	\$0.0000

Applicable only to capacity assigned customers that switch from Delivery Service to Sales Service. Re-entry Rate is in effect from the effective re-entry date until the following May 1st

CONVERSION RATE (Winter Season)

Applies to the following Rate Classes (\$ per ccf)	Conversion Rate
G-40, G-41, G-42	\$0.0041
G-50, G-51, G-52	\$0.1211

Applicable only to capacity exempt customers that switch from Delivery Service to Sales Service. Conversion Rate is in effect from the effective conversion date until the following May 1st.

Supplier Balancing Charge

Applies to the following Rate Classes (\$ per MMBtu)	Charge
G-40, G-41, G-42, G-50, G-51, G-52	\$0.7100 per MMBtu of Imbalance volumes

Peaking Service Demand Charge

Applies to Capacity Assigned Customers Only	Charge
G-40, G-41, G-42, G-50, G-51, G-52	\$50.3500 per MMBtu per month

Supplier Services and Associated Fees

Applies to the following Telemeter Types	Charge	Description
Pool Administration (required)	\$0.10	Per Month / customer billed @ marketer level
Standard Passthrough billing	\$0.60	customer / month billed @ marketer level
Standard Complete Billing (optional - Pass through fee not required if this service is elected)	\$1.50	customer / month billed @ marketer level
Customer Administration (required)	\$10.00	customer /billed @ marketer level

Turn-on Charge - Applies to Sales & Delivery Service Customers

Regulatr Working Hours	\$36.00	per service
Saturday, Sunday or Holidays	\$75.00	per service

Meter Read Charge

When customer's phone line is not reporting daily data	\$78.00	per read
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Northern Utilities - NH
 Summary of Rates: Summer Season
 Delivery Service and Supply Charges
 Effective: May 1, 2019

APPROVED

Service	Winter Rates Blocks	Customer Charge	Distribution Charge	Local Delivery Adjustment Charge (LDAC) ⁽¹⁾	DELIVERY CHARGES		GAS SUPPLY CHARGES	
					Total Delivery	COG ⁽¹⁾	Total Incl. COG	
Residential Heat R-5	Customer Charge	\$22.20			\$22.20		\$22.20	
	First 50 therms		\$0.6099	\$0.0675	\$0.6774	\$0.3670	\$1.0444	
	Excess 50 therms		\$0.6099	\$0.0675	\$0.6774	\$0.3670	\$1.0444	
Residential Low Income Heat R-10	Customer Charge	\$8.88			\$8.88		\$8.88	
	First 50 therms		\$0.2440	\$0.0675	\$0.3115	\$0.3670	\$0.6785	
	Excess 50 therms		\$0.2440	\$0.0675	\$0.3115	\$0.3670	\$0.6785	
Residential NonHeat R-6	Customer Charge	\$22.20			\$22.20		\$22.20	
	First 10 therms		\$0.6470	\$0.0675	\$0.7145	\$0.3670	\$1.0815	
	Excess 10 therms		\$0.6470	\$0.0675	\$0.7145	\$0.3670	\$1.0815	
General Service Low Annual, High Winter Use⁽²⁾ G-40 Less than or equal to 8,000 Therms/Yr.	Customer Charge	\$75.09			\$75.09		\$75.09	
	First 75 therms		\$0.1865	\$0.0380	\$0.2245	\$0.3958	\$0.6203	
	Excess 75 therms		\$0.1865	\$0.0380	\$0.2245	\$0.3958	\$0.6203	
General Service Low Annual, Low Winter Use⁽²⁾ G-50 Less than or equal to 8,000 Therms/Yr.	Customer Charge	\$75.09			\$75.09		\$75.09	
	First 75 therms		\$0.1865	\$0.0380	\$0.2245	\$0.3269	\$0.5514	
	Excess 75 therms		\$0.1865	\$0.0380	\$0.2245	\$0.3269	\$0.5514	
General Service Medium Annual, High Winter Use⁽²⁾ G-41 Greater than 8,000 but less than or equal to 80,000 Therms/Yr.	Customer Charge	\$222.64			\$222.64		\$222.64	
	All Therms		\$0.1895	\$0.0380	\$0.2275	\$0.3958	\$0.6233	
General Service Medium Annual, Low Winter Use⁽²⁾ G-51 Greater than 8,000 but less than or equal to 80,000 Therms/Yr.	Customer Charge	\$222.64			\$222.64		\$222.64	
	First 1,000 Therms		\$0.1337	\$0.0380	\$0.1717	\$0.3269	\$0.4986	
	Excess 1,000 Therms		\$0.1087	\$0.0380	\$0.1467	\$0.3269	\$0.4736	
General Service High Annual, High Winter Use⁽²⁾ G-42 Greater than 80,000 Therms/Yr.	Customer Charge	\$1,335.81			\$1,335.81		\$1,335.81	
	All Therms		\$0.1206	\$0.0380	\$0.1586	\$0.3958	\$0.5544	
General Service High Annual, Low Winter Use⁽²⁾ G-52 Greater than 80,000 Therms/Yr.	Customer Charge	\$1,335.81			\$1,335.81		\$1,335.81	
	All Therms		\$0.0792	\$0.0380	\$0.1172	\$0.3269	\$0.4441	
General Service Interruptible Transportation IT Greater than 80,000 Therms/Yr.	Customer Charge	\$170.21			\$170.21		\$170.21	
	First 20,000 therms		\$0.0407		\$0.0407		\$0.0407	
	Excess 20,000 therms		\$0.0347		\$0.0347		\$0.0347	

Northern Utilities - NH
 Summary of Rates: Summer Season
 Delivery Service and Supply Charges
 Effective: May 1, 2019

APPROVED

Service	Winter Rates Blocks	Customer Charge	Distribution Charge	DELIVERY CHARGES		GAS SUPPLY CHARGES		Total Incl. COG
				Local Delivery Adjustment Charge (LDAC) ⁽¹⁾	Total Delivery	COG ⁽¹⁾		
General Service								
Interruptible Stand-by Gas Supply ISGS	All Therms		marginal plus	<\$0.05			variable	

(1) The LDAC and the COG are broken out into individual rate components. (See page 3). The COG is not applicable to Transportation Only Customers.
 (2) High winter use is winter period usage greater than or equal to 67% of annual usage. Low winter use is winter period usage less than 67% of annual usage.
 The Winter Period is defined as the billing months of November through April. The Summer Period is defined as the billing months of May through October.

Northern Utilities - NH
 Summary of LDAC/COG Components: Summer Season
 Effective: May 1, 2019

APPROVED

LOCAL DELIVERY ADJUSTMENT CLAUSE (Summer Season)

Service	RLIARA	EEC	LRR	ERC	ITMC	RCE	RPC	Total LDAC
Rate Classes R-5, R-6, R-10	\$0.0044	\$0.0501	\$0.0072	\$0.0058	\$0.0000	\$0.0000	\$0.0000	\$0.0675
G-40, G-50, G-41, G-51, G-42, G-52,	\$0.0044	\$0.0264	\$0.0014	\$0.0058	\$0.0000	\$0.0000	\$0.0000	\$0.0380

RLIARA = Residential Low Income Assistance and Regulatory Assessment Costs, EEC - Energy Efficiency Charge (a.k.a. EE-Energy Efficiency; and DSM-Demand-side Management),
 LRR = Lost Revenue Rate (to recover lost revenue related to Energy Efficiency ("CC") Programs),
 ERC = Environmental Response Costs, ITMC = Interruptible Transportation Margin Credit,
 RCE = Expenses Related to Rate Case, RPC = Reconciliation of Permanent Changes in Delivery Rates.

COST OF GAS ADJUSTMENT CLAUSE (Summer Season)

Service	Demand Cost of Gas	Commodity Cost of Gas	Reconciliation Costs	Working Capital	Bad Debt	Production & Storage Cap	Misc. Overhead	Demand Supplier Refund	Commodity Supplier Refund	Total COG
Applies to the following Rate Classes R-5, R-6, R-10	\$0.0933	\$0.2475	\$0.0106	\$0.0012	\$0.0009	\$0.0000	\$0.0135	\$0.0000	\$0.0000	\$0.3670
G-40, G-41, G-42	\$0.1222	\$0.2474	\$0.0106	\$0.0012	\$0.0009	\$0.0000	\$0.0135	\$0.0000	\$0.0000	\$0.3958
G-50, G-51, G-52	\$0.0533	\$0.2474	\$0.0106	\$0.0012	\$0.0009	\$0.0000	\$0.0135	\$0.0000	\$0.0000	\$0.3269

Northern Utilities - NH
 Delivery Service Miscellaneous Fees: Summer Period
 Effective: May 1, 2019
APPROVED

Season
 Summer

RE-ENTRY RATE (Summer Season)

Applies to the following Rate Classes (\$ per ccf)	Re-entry Rate
G-40, G-41, G-42, G-50, G-51, G-52	\$0.0000

Applicable only to capacity assigned customers that switch from Delivery Service to Sales Service. Re-entry Rate is in effect from the effective re-entry date until the following May 1st

CONVERSION RATE (Summer Season)

Applies to the following Rate Classes (\$ per ccf)	Conversion Rate
G-40, G-41, G-42	\$0.0000
G-50, G-51, G-52	\$0.0000

Applicable only to capacity exempt customers that switch from Delivery Service to Sales Service. Conversion Rate is in effect from the effective conversion date until the following May 1st.

Supplier Balancing Charge

Applies to the following Rate Classes (\$ per MMBtu)	
G-40, G-41, G-42, G-50, G-51, G-52	\$0.7100 per MMBtu of Imbalance volumes

Peaking Service Demand Charge

Applies to Capacity Assigned Customers Only	
G-40, G-41, G-42, G-50, G-51, G-52	\$50.3500 per MMBtu per month

Supplier Services and Associated Fees

Applies to the following Telemeter Types	
Pool Administration (required)	\$0.10 Per Month / customer billed @ marketer level
Standard Passthrough billing	\$0.60 customer / month billed @ marketer level
Standard Complete Billing (optional - Pass through fee not required if this service is elected)	\$1.50 customer / month billed @ marketer level
Customer Administration (required)	\$10.00 customer /billed @ marketer level

Turn-on Charge - Applies to Sales & Delivery Service Customers

Regulatr Working Hours	\$36.00	per service
Saturday, Sunday or Holidays	\$75.00	per service

Meter Read Charge

When customer's phone line is not reporting daily data	\$78.00	per read
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Northern Utilities - NH
 Summary of Rates: Winter Season
 Delivery Service and Supply Charges
 Effective: November 1, 2019

APPROVED

Service	Winter Rates Blocks	Customer Charge	Distribution Charge	Local Delivery Adjustment Charge (LDAC) ⁽¹⁾	DELIVERY CHARGES		GAS SUPPLY CHARGES	
					Total Delivery	COG ⁽¹⁾	Total Incl. COG	
Residential Heat R-5	Customer Charge	\$22.20			\$22.20		\$22.20	
	First 50 therms		\$0.6920	\$0.0706	\$0.7626	\$0.5861	\$1.3487	
	Excess 50 therms		\$0.6920	\$0.0706	\$0.7626	\$0.5861	\$1.3487	
Residential Low Income Heat R-10	Customer Charge	\$8.88			\$8.88		\$8.88	
	First 50 therms		\$0.2768	\$0.0706	\$0.3474	\$0.5861	\$0.9335	
	Excess 50 therms		\$0.2768	\$0.0706	\$0.3474	\$0.5861	\$0.9335	
Residential NonHeat R-6	Customer Charge	\$22.20			\$22.20		\$22.20	
	First 10 therms		\$0.6470	\$0.0706	\$0.7176	\$0.5861	\$1.3037	
	Excess 10 therms		\$0.6470	\$0.0706	\$0.7176	\$0.5861	\$1.3037	
General Service Low Annual, High Winter Use⁽²⁾ G-40 Less than or equal to 8,000 Therms/Yr.	Customer Charge	\$75.09			\$75.09		\$75.09	
	First 75 therms		\$0.1865	\$0.0359	\$0.2224	\$0.6082	\$0.8306	
	Excess 75 therms		\$0.1865	\$0.0359	\$0.2224	\$0.6082	\$0.8306	
General Service Low Annual, Low Winter Use⁽²⁾ G-50 Less than or equal to 8,000 Therms/Yr.	Customer Charge	\$75.09			\$75.09		\$75.09	
	First 75 therms		\$0.1865	\$0.0359	\$0.2224	\$0.4950	\$0.7174	
	Excess 75 therms		\$0.1865	\$0.0359	\$0.2224	\$0.4950	\$0.7174	
General Service Medium Annual, High Winter Use⁽²⁾ G-41 Greater than 8,000 but less than or equal to 80,000 Therms/Yr.	Customer Charge	\$222.64			\$222.64		\$222.64	
	All Therms		\$0.2425	\$0.0359	\$0.2784	\$0.6082	\$0.8866	
General Service Medium Annual, Low Winter Use⁽²⁾ G-51 Greater than 8,000 but less than or equal to 80,000 Therms/Yr.	Customer Charge	\$222.64			\$222.64		\$222.64	
	First 1,300 Therms		\$0.1712	\$0.0359	\$0.2071	\$0.4950	\$0.7021	
	Excess 1,300 Therms		\$0.1399	\$0.0359	\$0.1758	\$0.4950	\$0.6708	
General Service High Annual, High Winter Use⁽²⁾ G-42 Greater than 80,000 Therms/Yr.	Customer Charge	\$1,335.81			\$1,335.81		\$1,335.81	
	All Therms		\$0.1984	\$0.0359	\$0.2343	\$0.6082	\$0.8425	
General Service High Annual, Low Winter Use⁽²⁾ G-52 Greater than 80,000 Therms/Yr.	Customer Charge	\$1,335.81			\$1,335.81		\$1,335.81	
	All Therms		\$0.1720	\$0.0359	\$0.2079	\$0.4950	\$0.7029	
General Service Interruptible Transportation IT Greater than 80,000 Therms/Yr.	Customer Charge	\$170.21			\$170.21		\$170.21	
	First 20,000 therms		\$0.1299		\$0.1299		\$0.1299	
	Excess 20,000 therms		\$0.1108		\$0.1108		\$0.1108	

Northern Utilities - NH
 Summary of Rates: Winter Season
 Delivery Service and Supply Charges
 Effective: November 1, 2019

APPROVED

Service	Winter Rates Blocks	Customer Charge	Distribution Charge	DELIVERY CHARGES		GAS SUPPLY CHARGES		Total Incl. COG
				Local Delivery Adjustment Charge (LDAC) ⁽¹⁾	Total Delivery	COG ⁽¹⁾		
General Service								
Interruptible Stand-by Gas Supply ISGS	All Therms		marginal plus	<\$0.05			variable	

(1) The LDAC and the COG are broken out into individual rate components. (See page 3). The COG is not applicable to Transportation Only Customers.
 (2) High winter use is winter period usage greater than or equal to 67% of annual usage. Low winter use is winter period usage less than 67% of annual usage.
 The Winter Period is defined as the billing months of November through April. The Summer Period is defined as the billing months of May through October.

Northern Utilities - NH
 Summary of LDAC/COG Components: Winter Season
 Effective: November 1, 2019

APPROVED

LOCAL DELIVERY ADJUSTMENT CLAUSE (Winter Season)

Service	RLIARA	EEC	LRR	ERC	ITMC	RCE	RPC	Total LDAC
Rate Classes R-5, R-6, R-10	\$0.0036	\$0.0499	\$0.0114	\$0.0057	\$0.0000	\$0.0000	\$0.0000	\$0.0706
G-40, G-50, G-41, G-51, G-42, G-52,	\$0.0036	\$0.0247	\$0.0019	\$0.0057	\$0.0000	\$0.0000	\$0.0000	\$0.0359

RLIARA = Residential Low Income Assistance and Regulatory Assessment Costs, EEC - Energy Efficiency Charge (a.k.a. EE-Energy Efficiency; and DSM-Demand-side Management),
 LRR = Lost Revenue Rate (to recover lost revenue related to Energy Efficiency ("CC") Programs),
 ERC = Environmental Response Costs, ITMC = Interruptible Transportation Margin Credit,
 RCE = Expenses Related to Rate Case, RPC = Reconciliation of Permanent Changes in Delivery Rates.

COST OF GAS ADJUSTMENT CLAUSE (Winter Season)

Service	Demand Cost of Gas	Commodity Cost of Gas	Reconciliation Costs	Working Capital	Bad Debt	Production & Storage Cap	Misc. Overhead	Demand Supplier Refund	Commodity Supplier Refund	Total COG
Applies to the following Rate Classes R-5, R-6, R-10	\$0.2037	\$0.3912	(\$0.0399)	\$0.0007	\$0.0042	\$0.0132	\$0.0130	\$0.0000	\$0.0000	\$0.5861
G-40, G-41, G-42	\$0.2185	\$0.3985	(\$0.0399)	\$0.0007	\$0.0042	\$0.0132	\$0.0130	\$0.0000	\$0.0000	\$0.6082
G-50, G-51, G-52	\$0.1425	\$0.3613	(\$0.0399)	\$0.0007	\$0.0042	\$0.0132	\$0.0130	\$0.0000	\$0.0000	\$0.4950

Northern Utilities - NH
 Delivery Service Miscellaneous Fees: Winter Period
 Effective: November 1, 2019
APPROVED

Season
 Winter

RE-ENTRY RATE (Winter Season)

Applies to the following Rate Classes (\$ per ccf)	Re-entry Rate
G-40, G-41, G-42, G-50, G-51, G-52	\$0.0409

Applicable only to capacity assigned customers that switch from Delivery Service to Sales Service. Re-entry Rate is in effect from the effective re-entry date until the following May 1st

CONVERSION RATE (Winter Season)

Applies to the following Rate Classes (\$ per ccf)	Conversion Rate
G-40, G-41, G-42	\$0.1405
G-50, G-51, G-52	\$0.2537

Applicable only to capacity exempt customers that switch from Delivery Service to Sales Service. Conversion Rate is in effect from the effective conversion date until the following May 1st.

Supplier Balancing Charge

Applies to the following Rate Classes (\$ per MMBtu)	
G-40, G-41, G-42, G-50, G-51, G-52	\$0.71 per MMBtu of Imbalance volumes

Peaking Service Demand Charge

Applies to Capacity Assigned Customers Only	
G-40, G-41, G-42, G-50, G-51, G-52	\$65.41 per MMBtu per month

Supplier Services and Associated Fees

Applies to the following Telemeter Types	
Pool Administration (required)	\$0.10 Per Month / customer billed @ marketer level
Standard Passthrough billing	\$0.60 customer / month billed @ marketer level
Standard Complete Billing (optional - Pass through fee not required if this service is elected)	\$1.50 customer / month billed @ marketer level
Customer Administration (required)	\$10.00 customer /switch billed @ marketer level

Turn-on Charge - Applies to Sales & Delivery Service Customers

Regular Working Hours	\$36.00	per service
Saturday, Sunday or Holidays	\$75.00	per service

Meter Read Charge

When customer's phone line is not reporting daily data	\$78.00	per read
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	January	February	March	April	May	June	July	August	September	October	November	December	Total
Unit Sales (therms):													
1 R5:													
2 R-5 First Step	1,138,659	1,146,705	1,125,843	1,035,668	844,588	506,001	351,365	304,747	298,506	529,154	905,055	1,126,996	9,313,287
3 R-5 Excess	2,001,849	2,267,639	1,847,528	925,062	295,549	44,301	18,743	12,136	18,964	53,470	423,350	1,535,809	9,444,400
4 Total: R5	3,140,508	3,414,344	2,973,371	1,960,730	1,140,137	550,302	370,108	316,883	317,470	582,624	1,328,405	2,662,805	18,757,687
5 R6:													
6 R-6 First Step	8,872	8,856	8,484	8,558	8,739	8,551	8,458	8,062	7,895	8,633	8,565	8,695	102,368
7 R-6 Excess	21,509	23,408	18,982	12,716	8,276	5,381	4,856	3,940	3,604	5,297	8,185	18,159	134,313
8 Total: R6	30,381	32,264	27,466	21,274	17,015	13,932	13,314	12,002	11,499	13,930	16,750	26,854	236,681
9 R10:													
10 R-10 First Step	37,015	43,154	44,873	40,939	30,593	12,193	8,147	6,433	6,526	13,037	20,098	34,642	297,650
11 R-10 Excess	50,163	61,260	56,082	26,648	9,058	539	152	109	103	642	8,336	31,169	244,261
12 Total: R10	87,178	104,414	100,955	67,587	39,651	12,732	8,299	6,542	6,629	13,679	28,434	65,811	541,911
13 Total Residential	3,258,067	3,551,022	3,101,792	2,049,591	1,196,803	576,966	391,721	335,427	335,598	610,233	1,373,589	2,755,470	19,536,279
14													
15 G40/T40:	January	February	March	April	May	June	July	August	September	October	November	December	Total
16 G-40 First Step	354,947	364,085	357,352	319,862	248,623	139,730	83,336	71,047	77,850	143,638	257,805	338,210	2,756,485
17 G-40 Excess	1,647,391	1,787,148	1,579,092	875,570	379,751	123,795	77,830	74,844	78,447	139,322	461,261	1,195,963	8,420,414
18 Total: G40/T40	2,002,338	2,151,233	1,936,444	1,195,432	628,374	263,525	161,166	145,891	156,297	282,960	719,066	1,534,173	11,176,899
19 G41/T41:													
20 Total: G41/T41	2,398,336	2,474,428	2,262,669	1,452,543	851,296	408,321	264,036	230,364	285,934	511,006	1,124,205	2,100,534	14,363,672
21 G42/T42:													
22 Total: G42/T42	879,947	786,964	709,813	485,887	350,732	227,559	196,564	195,499	209,465	375,386	722,611	875,976	6,016,403
23 G50/T50:													
24 G-50 First Step	37,090	38,222	37,346	36,942	36,212	36,009	36,412	35,735	35,473	36,083	36,106	36,965	438,595
25 G-50 Excess Step	222,575	223,838	189,534	140,987	96,281	80,020	85,952	81,003	74,426	86,879	84,188	110,247	1,475,930
26 Total: G50/T50	259,665	262,060	226,880	177,929	132,493	116,029	122,364	116,738	109,899	122,962	120,294	147,212	1,914,525
27 G51/T51:													
28 G-51 -First Step	326,833	327,074	318,569	300,749	263,061	226,482	227,343	221,801	214,093	241,774	261,651	313,163	3,242,593
29 G-51 Excess	250,398	255,479	244,720	191,454	150,504	121,205	143,433	111,327	92,527	181,977	152,898	204,604	2,100,526
30 Total: G51/T51	577,231	582,553	563,289	492,203	413,565	347,687	370,776	333,128	306,620	423,751	414,549	517,767	5,343,119
31 G52:													
32 Total: G52/T52	1,562,108	1,483,475	1,523,858	1,467,584	1,642,805	1,336,940	1,378,830	1,402,085	1,298,537	1,466,297	1,470,314	1,221,707	17,254,540
33 Total C&I	7,679,625	7,740,713	7,222,953	5,271,578	4,019,265	2,700,061	2,493,736	2,423,705	2,366,752	3,182,362	4,571,039	6,397,369	56,069,158
34 TOTAL - ALL CLASSES	10,937,692	11,291,735	10,324,745	7,321,169	5,216,068	3,277,027	2,885,457	2,759,132	2,702,350	3,792,595	5,944,628	9,152,839	75,605,437
	10,937,692	11,291,736	10,324,745	7,321,169	5,216,064	3,277,028	2,885,459	2,759,133	2,702,351	3,792,595	5,944,629	9,152,840	

Source: Data extracted from billing system.

Description	Therm Savings			Ref.
	Residential	C&I	Total	
Measures Installed in 2017:				
1. Program Year 2017 Actual Therm Savings (Jan - Apr)	23,585	88,525	112,110	2017 Annual Report, P2, Annualized Savings/12*4
2. 2019 Average Distribution Rates (ADR) (Jan - Apr)	\$0.6656	\$0.1920		2019 Annual Report, Page 1, Line 6 & 10
3. Sub-Total LBR	\$ 15,698	\$ 17,000	\$ 32,698	Ln 1 * Ln 2
4. Program Year 2017 Actual Therm Savings (May - Oct)	35,378	132,787	168,165	2017 Annual Report, P2, Annualized Savings/12*6
5. 2019 Average Distribution Rates (ADR) (May - Oct)	\$0.6108	\$0.1198		2019 Annual Report, Page 1, Line 6 & 10
6. Sub-Total LBR	\$ 21,608	\$ 15,914	\$ 37,522	Ln 4 * Ln 5
7. Program Year 2017 Actual Therm Savings (Nov - Dec)	11,793	44,262	56,055	2017 Annual Report, P2, Annualized Savings/12*2
8. 2019 Average Distribution Rates (ADR) (Nov - Dec)	\$0.6915	\$0.1988		2019 Annual Report, Page 1, Line 6 & 10
9. Sub-Total LBR	\$ 8,155	\$ 8,800	\$ 16,955	Ln 7 * Ln 8
10. Total LBR (Measures Installed in 2017)	\$ 45,461	\$ 41,714	\$ 87,175	Ln 3 + Ln 6 + Ln 9
Measures Installed in 2018:				
11. Program Year 2018 Actual Therm Savings (Jan - Apr)	38,589	60,707	99,296	2018 Annual Reports, P2, Annualized Savings/12*4
12. 2019 Average Distribution Rates (ADR) (Jan - Apr)	\$0.6656	\$0.1920		2019 Annual Report, Page 1, Line 6 & 10
13. Sub-Total LBR	\$ 25,685	\$ 11,658	\$ 37,343	Ln 11 * Ln 12
14. Program Year 2018 Actual Therm Savings (May - Oct)	57,884	91,060	148,944	2018 Annual Reports, P2, Annualized Savings/12*6
15. 2019 Average Distribution Rates (ADR) (May - Oct)	\$0.6108	\$0.1198		2019 Annual Report, Page 1, Line 6 & 10
16. Sub-Total LBR	\$ 35,354	\$ 10,913	\$ 46,267	Ln 14 * Ln 15
17. Program Year 2018 Actual Therm Savings (Nov - Dec)	19,295	30,353	49,648	2018 Annual Reports, P2, Annualized Savings/12*2
18. 2019 Average Distribution Rates (ADR) (Nov - Dec)	\$0.6915	\$0.1988		2019 Annual Report, Page 1, Line 6 & 10
19. Sub-Total LBR	\$ 13,343	\$ 6,035	\$ 19,378	Ln 17 * Ln 18
20. Total LBR (Measures Installed in 2018)	\$ 74,382	\$ 28,606	\$ 102,988	Ln 13 + Ln 16 + Ln 19
Measures Installed in 2019:				
21. Program Year 2019 Actual Therm Savings (Jan - Apr)	12,807	1,781	14,588	2019 Annual Report, Page 3, Line 20 & 27
22. 2019 Average Distribution Rates (ADR) (Jan - Apr)	\$0.6656	\$0.1920		2019 Annual Report, Page 1, Line 6 & 10
23. Sub-Total LBR	\$ 8,524	\$ 342	\$ 8,866	Ln 21 * Ln 22
24. Program Year 2019 Actual Therm Savings (May - Oct)	74,239	25,260	99,499	2019 Annual Report, Page 3, Line 20 & 27
25. 2019 Average Distribution Rates (ADR) (May - Oct)	\$0.6108	\$0.1198		2019 Annual Report, Page 1, Line 6 & 10
26. Sub-Total LBR	\$ 45,344	\$ 3,027	\$ 48,371	Ln 24 * Ln 25
27. Program Year 2019 Estimated Therm Savings (Nov - Dec)	27,103	39,597	66,699	2019 Annual Report, Page 3, Line 20 & 27
28. 2019 Average Distribution Rates (ADR) (Nov - Dec)	\$0.6915	\$0.1988		2019 Annual Report, Page 1, Line 6 & 10
29. Sub-Total LBR	\$ 18,742	\$ 7,873	\$ 26,615	Ln 27 * Ln 28
30. Total LBR (Measures Installed in 2019)	\$ 72,610	\$ 11,242	\$ 83,852	Ln 23 + Ln 26 + Ln 29
31. Grand Total Actual 2019 LBR	\$ 192,453	\$ 81,561	\$ 274,015	Ln 10 + Ln 20 + Ln 30