

EERS - Electric Utilities
Savings (1)

Electric Utilities

Description	Year	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	Total
		Baseline (2)												2015-2025
Annual Savings	2014	73,044,471												-
	2015		69,093,422	69,093,422	69,093,422	69,093,422	69,093,422	69,093,422	69,093,422	69,093,422	69,093,422	69,093,422	69,093,422	760,027,642
	2016			63,674,522	63,674,522	63,674,522	63,674,522	63,674,522	63,674,522	63,674,522	63,674,522	63,674,522	63,674,522	636,745,220
	2017				69,513,476	69,513,476	69,513,476	69,513,476	69,513,476	69,513,476	69,513,476	69,513,476	69,513,476	625,621,284
	2018					75,887,461	75,887,461	75,887,461	75,887,461	75,887,461	75,887,461	75,887,461	75,887,461	607,099,688
	2019						82,846,778	82,846,778	82,846,778	82,846,778	82,846,778	82,846,778	82,846,778	579,927,446
	2020							90,443,828	90,443,828	90,443,828	90,443,828	90,443,828	90,443,828	542,662,968
	2021								98,737,527	98,737,527	98,737,527	98,737,527	98,737,527	493,687,635
	2022									107,791,758	107,791,758	107,791,758	107,791,758	431,167,032
	2023										117,676,262	117,676,262	117,676,262	353,028,786
	2024											128,467,176	128,467,176	256,934,352
	2025												140,247,616	140,247,616
Cumulative Savings		73,044,471	69,093,422	132,767,944	202,281,420	278,168,881	361,015,659	451,459,487	550,197,014	657,988,772	775,665,034	904,132,210	1,044,379,826	5,427,149,669
Lifetime Savings (3)		1,050,647,257	993,816,689	915,873,043	999,858,605	1,091,539,875	1,191,640,365	1,300,913,793	1,420,207,587	1,550,440,620	1,692,616,022	1,847,828,922	2,017,274,834	
Percent Annual Savings to 2012 Sales		0.68%	0.65%	0.59%	0.65%	0.71%	0.77%	0.84%	0.92%	1.01%	1.10%	1.20%	1.31%	
Percent Cumulative Savings to 2012 Sales (4)		0.68%	0.65%	1.24%	1.89%	2.60%	3.37%	4.22%	5.14%	6.15%	7.25%	8.45%	9.76%	

Footnotes:

(1) Savings represent "equivalent" kWh - i.e., include pure kWh savings plus MMBtu savings converted to kWh using a factor of 293 kWh per MMBtu.

14.38

(2) Commission-approved 2014 Update Budget, Docket DE 12-262.

(3) Annual Savings x Measure life of 14.38 years (from the 2014 Budget Update):

14.38

(4) Based on 2012 Actual kWh Electric Sales for the four NH utilities is as follows:

10,704,396,000

Note: Actual 2014 kwh sales 10,770,750,548

EERS - Gas Utilities
Savings

Natural Gas Utilities

Description	Year	2014 Baseline (1)	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	Total 2015-2025
Annual Savings	2014	135,165												-
	2015		140,964	140,964	140,964	140,964	140,964	140,964	140,964	140,964	140,964	140,964	140,964	1,550,604
	2016			143,927	143,927	143,927	143,927	143,927	143,927	143,927	143,927	143,927	143,927	1,439,270
	2017				143,927	143,927	143,927	143,927	143,927	143,927	143,927	143,927	143,927	1,295,343
	2018					143,927	143,927	143,927	143,927	143,927	143,927	143,927	143,927	1,151,416
	2019						143,927	143,927	143,927	143,927	143,927	143,927	143,927	1,007,489
	2020							143,927	143,927	143,927	143,927	143,927	143,927	863,562
	2021								143,927	143,927	143,927	143,927	143,927	719,635
	2022									143,927	143,927	143,927	143,927	575,708
	2023										143,927	143,927	143,927	431,781
	2024											143,927	143,927	287,854
	2025												143,927	143,927
Cumulative Savings		135,165	140,964	284,891	428,818	572,745	716,672	860,599	1,004,526	1,148,453	1,292,380	1,436,307	1,580,234	9,466,589
Lifetime Savings (2)		2,404,627	2,507,793	2,560,506	2,560,506	2,560,506	2,560,506	2,560,506	2,560,506	2,560,506	2,560,506	2,560,506	2,560,506	28,112,853
% Annual Sav to 2012 Actual usage		0.65%	0.68%	0.70%	0.70%	0.70%	0.70%	0.70%	0.70%	0.70%	0.70%	0.70%	0.70%	
% Cumulative Sav to 2012 act usage (3)		0.65%	0.68%	1.38%	2.07%	2.77%	3.46%	4.16%	4.85%	5.55%	6.24%	6.94%	7.63%	

Footnotes:

(1) Commission-approved 2014 Update Budget, Docket DE 12-262.

(3) Annual Savings x Measure life of 17.79 years (from the 2014 Budget Update):

17.79

(3) 2012 Act MMBtu Usage for the two NH utilities.

20,704,001

Actual 2014 MMBtu is still under review at the time of preparation of this spreadsheet.

EERS

Comparative Data From Other New England States
Percent Annual Savings as a Percent to Statewide Sales

Electric Utilities - Year 2013

	Year 2013 - Electric Industry							Total Excl NH
	NH	ME	VT	MA	RI	CT	Total	
% Incremental MWh Savings to Statewide MWh Usage:								
MWh Usage	10,671,121	11,835,000	5,565,955	54,460,585	7,743,110	29,465,670	119,741,442	109,070,321
2013 Incremental MWh EE Savings	66,688	92,313	99,074	1,116,442	161,831	285,817	1,822,165	1,755,477
% Incremental MWh EE Savings to MWh Usage	0.56%	0.78%	1.78%	2.05%	2.09%	0.97%	1.52%	1.61%

Source: ACEEE, 2014 State Energy Efficiency Scorecard and 2013 Report on NH Core Programs.

Natural Gas Utilities

	Year 2013 - Gas Industry							Total Excl NH
	NH	ME	VT	MA	RI	CT	Total	
% Incremental MMBtu Savings to Statewide MMBtu Usage:								
MMBtu Usage	20,704,001	9,333,333	5,442,177	192,734,375	26,612,903	85,714,286	340,541,075	319,837,074
2013 Incremental MMBtu EE Savings	135,165	14,000	80,000	2,467,000	330,000	480,000	3,506,165	3,371,000
% EE to MMBtu Usage	0.65%	0.15%	1.47%	1.28%	1.24%	0.56%	1.03%	1.05%

Source: ACEEE, 2014 State Energy Efficiency Scorecard and 2013 Report on NH Core Programs, except NH savings which are per 2014 NH incremental MMBtu EE savings per Utilities' 2014 Report.

Ratio of Gas Savings to Electric Savings		19.23%	82.58%	62.44%	59.33%	57.73%		65.48%
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2014 Budget Baseline	Yr 2015	Yr 2016	Yr 2017	Yr 2018	Yr 2019	Yr 2020	Yr 2021	Yr 2022	Yr 2023	Yr 2024	Yr 2025	Total 2015-2025
Calculation of Installed Cost:												
Annual Savings	73,044,471	69,093,422	63,674,522	69,513,476	75,887,461	82,846,778	90,443,828	98,737,527	107,791,758	117,676,262	128,467,176	1,044,379,826
Per Unit Installed Cost, with 2014 adjusted for annual infl: \$	0.6497	0.6660	0.6826	0.6997	0.7172	0.7351	0.7535	0.7723	0.7916	0.8114	0.8317	0.8525
Installed Cost to achieve annual savings	\$ 47,459,449	\$ 46,014,628	\$ 43,465,909	\$ 48,638,027	\$ 54,425,300	\$ 60,901,823	\$ 68,148,684	\$ 76,257,866	\$ 85,331,980	\$ 95,485,845	\$ 106,847,945	\$ 805,080,055.1
Plus: Decoupling Cost (to be determined)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Installed Costs	\$ 47,459,449	\$ 46,014,628	\$ 43,465,909	\$ 48,638,027	\$ 54,425,300	\$ 60,901,823	\$ 68,148,684	\$ 76,257,866	\$ 85,331,980	\$ 95,485,845	\$ 106,847,945	\$ 805,080,055
Percent Utility Cost	59.5%	59.5%	59.5%	59.5%	59.5%	59.5%	59.5%	59.5%	59.5%	59.5%	59.5%	59.5%
Net Utility Cost (Incl. PI)	\$ 28,220,619	\$ 27,361,491	\$ 25,845,957	\$ 28,921,432	\$ 32,362,694	\$ 36,213,803	\$ 40,522,974	\$ 45,344,904	\$ 50,740,608	\$ 56,778,360	\$ 63,534,559	\$ 71,094,695
Existing Level Funding (assumes static kWh sales):												
SBC:												
kWh Sales	10,704,396,000	10,704,396,000	10,704,396,000	10,704,396,000	10,704,396,000	10,704,396,000	10,704,396,000	10,704,396,000	10,704,396,000	10,704,396,000	10,704,396,000	10,704,396,000
Rate	\$ 0.0018	\$ 0.0018	\$ 0.0018	\$ 0.0018	\$ 0.0018	\$ 0.0018	\$ 0.0018	\$ 0.0018	\$ 0.0018	\$ 0.0018	\$ 0.0018	\$ 0.0018
SBC Funding	\$ 19,267,912.80	\$ 19,267,912.80	\$ 19,267,912.80	\$ 19,267,912.80	\$ 19,267,912.80	\$ 19,267,912.80	\$ 19,267,912.80	\$ 19,267,912.80	\$ 19,267,912.80	\$ 19,267,912.80	\$ 19,267,912.80	\$ 211,947,041
Plus: ISO-NE FCM Funding	\$ 2,500,000	\$ 2,500,000	\$ 2,500,000	\$ 2,500,000	\$ 2,500,000	\$ 2,500,000	\$ 2,500,000	\$ 2,500,000	\$ 2,500,000	\$ 2,500,000	\$ 2,500,000	\$ 27,500,000
Plus RGGI Funding	\$ 3,000,000	\$ 3,000,000	\$ 3,000,000	\$ 3,000,000	\$ 3,000,000	\$ 3,000,000	\$ 3,000,000	\$ 3,000,000	\$ 3,000,000	\$ 3,000,000	\$ 3,000,000	\$ 33,000,000
Total funding	\$ 24,767,912.80	\$ 24,767,912.80	\$ 24,767,912.80	\$ 24,767,912.80	\$ 24,767,912.80	\$ 24,767,912.80	\$ 24,767,912.80	\$ 24,767,912.80	\$ 24,767,912.80	\$ 24,767,912.80	\$ 24,767,912.80	\$ 272,447,041
Excess / (Shortfall)	\$ (2,593,578)	\$ (1,078,044)	\$ (4,153,519)	\$ (7,594,782)	\$ (11,445,890)	\$ (15,755,062)	\$ (20,576,992)	\$ (25,972,695)	\$ (32,010,447)	\$ (38,766,646)	\$ (46,326,782)	\$ (206,274,436)
	N/A	N/A										

Notes: Shortfall could be offset by growth in kWh sales, a discussion which would be helpful.
Shortfall could be expanded by cost of decoupling, another discussion which would be helpful.
Customer costs could fluctuate, as compared to this simplifying assumption of static customer cost.
2015 and 2016 funding is not applicable due in part to carryover from prior years.and

Yr 2016	Yr 2017	Yr 2018	Yr 2019	Yr. 2020	Yr. 2021
143,927	143,927	143,927	143,927	143,927	143,927
\$ 91.9451	\$ 94.2437	\$ 96.5998	\$ 99.0148	\$ 101.4901	\$ 104.0274
\$ 13,233,377	\$ 13,564,211	\$ 13,903,316	\$ 14,250,899	\$ 14,607,172	\$ 14,972,351
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
\$ 13,233,377	\$ 13,564,211	\$ 13,903,316	\$ 14,250,899	\$ 14,607,172	\$ 14,972,351
59.81%	59.81%	59.81%	59.81%	59.81%	59.81%
\$ 7,915,439	\$ 8,113,325	\$ 8,316,159	\$ 8,524,063	\$ 8,737,164	\$ 8,955,593
234,566,420	234,566,420	234,566,420	234,566,420	234,566,420	234,566,420
\$ 0.0302	\$ 0.0302	\$ 0.0302	\$ 0.0302	\$ 0.0302	\$ 0.0302
\$ 7,075,372	\$ 7,075,372	\$ 7,075,372	\$ 7,075,372	\$ 7,075,372	\$ 7,075,372
\$ (840,068)	\$ (1,037,954)	\$ (1,240,787)	\$ (1,448,691)	\$ (1,661,792)	\$ (1,880,221)
N/A					

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Yr. 2022	Yr. 2023	Yr. 2024	Yr. 2025	Total 2015-20125
143,927	143,927	143,927	143,927	1,580,234
\$ 106.6281	\$ 109.2938	\$ 112.0261	\$ 114.8268	
\$ 15,346,660	\$ 15,730,326	\$ 16,123,585	\$ 16,526,674	160,903,394
\$ -	\$ -	\$ -	\$ -	-
\$ 15,346,660	\$ 15,730,326	\$ 16,123,585	\$ 16,526,674	\$ 160,903,394
59.81%	59.81%	59.81%	59.81%	
\$ 9,179,483	\$ 9,408,970	\$ 9,644,194	\$ 9,885,299	
234,566,420	234,566,420	234,566,420	234,566,420	
\$ 0.0302	\$ 0.0302	\$ 0.0302	\$ 0.0302	
\$ 7,075,372	\$ 7,075,372	\$ 7,075,372	\$ 7,075,372	77,829,091
\$ (2,104,111)	\$ (2,333,598)	\$ (2,568,823)	\$ (2,809,927)	(18,414,000)