

Exhibit A: Projected Program Expenses & Savings

Unitil Gas Energy Efficiency Planned Budget, Participation, Savings
 January 1, 2012 - December 31, 2012 (Revised with 2011 Carryover)
 Unitil Gas Energy Efficiency Programs

Sector	BCR Activity	Internal Admin	External Admin	Rebates/ Services	Internal Impl	Marketing	Evaluation	Budget Total	Participant Goal	Annual MMBTU	Lifetime MMBTU
Residential											
	Low Income	\$5,450	\$2,666	\$123,820	\$10,664	\$3,100	\$9,300	\$155,000	30	1,164	23,317
	Residential High-Efficiency Heating, Water-Heating, Controls Program	\$14,285	\$5,835	\$213,551	\$23,339	\$10,531	\$17,077	\$284,617	396	6,482	116,776
	New Home Construction with ENERGY STAR	\$7,164	\$2,717	\$95,601	\$10,868	\$5,200	\$8,450	\$130,000	31	1,270	23,713
	Home Performance with ENERGY STAR	\$7,043	\$2,843	\$101,592	\$11,372	\$3,375	\$8,775	\$135,000	42	1,438	32,177
	Residential Total	\$33,942	\$14,061	\$534,563	\$56,243	\$22,206	\$43,602	\$704,617	499	10,354	195,983
Commercial & Industrial											
	Large C & I Retrofit Program	\$7,069	\$0	\$92,081	\$0	\$900	\$4,950	\$105,000	10	6,222	111,999
	Small Business Energy Solutions Program	\$8,230	\$1,827	\$87,169	\$7,307	\$1,118	\$6,149	\$111,800	8	4,737	85,274
	C&I High Efficiency Heating, Water-Heating, Controls Program	\$5,063	\$961	\$125,822	\$3,843	\$459	\$3,852	\$140,000	149	4,030	77,833
	Multi-Family Program	\$10,446	\$2,449	\$102,386	\$9,795	\$1,338	\$7,357	\$133,771	6	3,820	66,856
	Commercial & Industrial Total	\$30,808	\$5,236	\$407,459	\$20,945	\$3,814	\$22,309	\$490,571	173	18,810	341,963
Grand Total		\$64,749	\$19,297	\$942,022	\$77,188	\$26,020	\$65,911	\$1,195,188	672	29,164	537,946

January 1, 2012 - December 31, 2012 (As filed before carryover)

Sector	BCR Activity	Internal Admin	External Admin	Rebates/ Services	Internal Impl	Marketing	Evaluation	Budget Total	Participant Goal	Lifetime MMBTU	Annual MMBTU
Residential											
	Low Income	\$7,602	\$2,096	\$102,495	\$8,382	\$1,625	\$7,800	\$130,000	25	963	19,301
	Residential High-Efficiency Heating, Water-Heating, Controls Program	\$13,532	\$5,527	\$202,296	\$22,109	\$9,976	\$16,177	\$269,617	375	6,140	110,622
	New Home Construction with ENERGY STAR	\$4,409	\$1,672	\$58,831	\$6,688	\$3,200	\$5,200	\$80,000	19	782	14,593
	Home Performance with ENERGY STAR	\$7,043	\$2,843	\$101,592	\$11,372	\$3,375	\$8,775	\$135,000	42	1,438	32,177
	Residential Total	\$32,586	\$12,138	\$465,214	\$48,551	\$18,176	\$37,952	\$614,617	461	9,323	176,693
Commercial & Industrial											
	Large C & I Retrofit Program	\$7,069	\$0	\$77,081	\$0	\$900	\$4,950	\$90,000	8	5,209	93,755
	Small Business Energy Solutions Program	\$8,230	\$1,827	\$87,169	\$7,307	\$1,118	\$6,149	\$111,800	8	4,737	85,274
	C&I High Efficiency Heating, Water-Heating, Controls Program	\$5,244	\$995	\$80,316	\$3,980	\$475	\$3,990	\$95,000	67	2,336	44,969
	Multi-Family Program	\$10,446	\$2,449	\$102,386	\$9,795	\$1,338	\$7,357	\$133,771	6	3,820	66,856
	Commercial & Industrial Total	\$30,988	\$5,271	\$346,953	\$21,082	\$3,831	\$22,446	\$430,571	89	16,102	290,854
Grand Total		\$63,574	\$17,408	\$812,166	\$69,634	\$22,007	\$60,398	\$1,045,188	550	25,425	467,547

Exhibit B: Summary of Benefits

January 1, 2012- December 31, 2012 (Revised with 2011 Carryover)

Unitil Gas Energy Efficiency Programs

Sector	Program	TRC Benefit / Cost	Total Benefits (\$000)	Total Costs (\$000)	Program Implementation (\$000)	Customer Contribution (\$000)	Evaluation (\$000)	Shareholder Incentive (\$000)
A - Residential		1.3	\$1,537	\$1,194	\$515	\$601	\$34	\$44
	A02a ENERGY STAR Homes *	1.3	\$288	\$214	\$122	\$73	\$8	\$10
	A03a Home Performance w/ES	1.2	\$273	\$221	\$126	\$75	\$9	\$11
	A04a Res GasNetworks *	1.3	\$976	\$759	\$268	\$452	\$17	\$23
B - Low Income**		1.2	\$198	\$167	\$146	\$0	\$9	\$12
	B03a Low Income Retrofit 1-4	1.2	\$198	\$167	\$146	\$0	\$9	\$12
C - Commercial & Industrial		3.0	\$2,865	\$968	\$468	\$439	\$22	\$39
	C03a Large C&I Custom ***	4.5	\$947	\$209	\$100	\$92	\$5	\$12
	C03b Small C&I Custom	3.5	\$721	\$207	\$106	\$87	\$6	\$8
	C03C Multifamily	2.3	\$565	\$248	\$126	\$102	\$7	\$12
	C04a C&I GasNetworks ***	2.1	\$633	\$303	\$136	\$157	\$4	\$6
Grand Total		2.0	\$4,600	\$2,330	\$1,129	\$1,039	\$65,911	\$96

** Reflects an increase of \$50,000 to ENERGY STAR Homes and \$15,000 to Res GasNetworks budget.

** Reflects an increase of \$25,000 to Low Income budget.

*** Reflects an increase of \$15,000 to LC&I Custom and \$45,000 to C&I GasNetworks budget.

January 1, 2012- December 31, 2012 (As Filed before Carryover)

Sector	Program	TRC Benefit / Cost	Total Benefits (\$000)	Total Costs (\$000)	Program Implementation (\$000)	Customer Contribution (\$000)	Evaluation (\$000)	Shareholder Incentive (\$000)
A - Residential		1.3	\$1,375	\$1,072	\$454	\$549	\$30	\$39
	A02a ENERGY STAR Homes	1.3	\$177	\$132	\$75	\$45	\$5	\$6
	A03a Home Performance w/ES	1.2	\$273	\$221	\$126	\$75	\$9	\$11
	A04a Res GasNetworks	1.3	\$925	\$719	\$253	\$428	\$16	\$22
B - Low Income		1.2	\$164	\$140	\$122	\$0	\$8	\$10
	B03a Low Income Retrofit 1-4	1.2	\$164	\$140	\$122	\$0	\$8	\$10
C - Commercial & Industrial		2.9	\$2,440	\$853	\$408	\$388	\$22	\$34
	C03a Large C&I Custom	4.6	\$792	\$173	\$85	\$77	\$5	\$6
	C03b Small C&I Custom	3.5	\$721	\$208	\$106	\$87	\$6	\$9
	C03C Multifamily	2.2	\$565	\$252	\$126	\$102	\$7	\$16
	C04a C&I GasNetworks	1.7	\$362	\$219	\$91	\$121	\$4	\$3
Grand Total		1.9	\$3,979	\$2,065	\$985	\$936	\$60	\$84

Exhibit D - Shareholder Incentive Page 1 of 2
January 1, 2012 - December 31, 2012 (Revised with 2011 Carryover)
Unitil Gas Energy Efficiency Programs

Commercial/Industrial Incentive

1. Target Benefit/Cost Ratio	3.0
2. Threshold Benefit/Cost Ratio	1.00
3. Target lifetime MMBTU	341,963
4. Threshold MMBTU	222,276
5. Budget	\$490,571
6. CE Percentage	4.00%
7. Lifetime MMBTU Percentage	4.00%
8. Target C/I Incentive	\$39,246
9. Cap	\$58,869

Residential Incentive

10. Target Benefit/Cost Ratio	1.3
11. Threshold Benefit/Cost Ratio	1.00
12. Target lifetime MMBTU	195,983
13. Threshold MMBTU	127,389
14. Budget	\$704,617
15. CE Percentage	4.00%
16. Lifetime MMBTU Percentage	4.00%
17. Target Residential Incentive	\$56,369
18. Cap	\$84,554
19. TOTAL TARGET INCENTIVE	\$95,615

Line No. Notes:

- 1, 3, 5, 10, 12, and 14. See Exhibit B
- 2, 6, 7, 11, 15, and 16. Report to the New Hampshire Public Utilities Commission on Ratepayer-Funded Energy Efficiency Issues in New Hampshire, Docket No. DR 96-150, page 21.
- 4. 65% of line 3.
- 8. 8% of line 5.
- 9. 12% of line 5.
- 13. 65% of line 12.
- 17. 8% of line 14.
- 18. 12% of line 14.
- 19. Line 8 plus line 17.

Exhibit D - Shareholder Incentive Page 2 of 2

Unitil Gas Energy Efficiency Target Benefit-Cost Ratio by Sector Year TWO- January 1, 2012 - December 31, 2012

	<u>Planned</u>
Commercial & Industrial:	
1. Benefits (Value) From Eligible Programs	\$2,865,051
2. Implementation Expenses	\$468,262
3. Customer Contribution	\$438,521
4. Evaluation Expense	\$22,309
5. Shareholder Incentive	\$39,246
6. Total Costs Including Shareholder Incentive	\$968,338
7. Benefit/Cost Ratio - C&I Sector	3.0
8. Implementation Plus Evaluation Expense - C&I Sector	\$490,571
Residential:	
9. Benefits (Value) From Eligible Programs	\$1,537,118
10. Implementation Expenses	\$515,315
11. Customer Contribution	\$600,572
12. Evaluation Expense	\$34,302
13. Shareholder Incentive	\$56,369
14. Total Costs Including Shareholder Incentive	\$1,206,559
15. Benefit/Cost Ratio - Residential Sector	1.3
16. Implementation Plus Evaluation Expense - Residential Sector	\$549,617

Line No. Notes:

1 - 5 and 9-13. See Exhibit B.

5. Sum of lines 2-5.

6. Line 1 divided by line 6. The shareholder incentive mechanism described by the New Hampshire Energy Efficiency Working Group and approved by the Commission in Order No. 23,574 includes a circular calculation. A portion of the earned shareholder incentive is related to the benefit/cost ratio (BCR). However, the shareholder incentive is supposed to be included as an EE cost in determining the BCR. For the purpose of calculating the shareholder incentive, the Company has calculated the planned BCR including the shareholder incentive for one iteration and will compare the actual BCR including the shareholder incentive to the planned BCR including shareholder incentives when determining the earned incentive.

7. Sum of lines 2 and 5. These are the C&I sector funds on which the Company may calculate its earned shareholder incentive.

14. Sum of lines 10 - 13.

15. Line 9 divided by line 14. The shareholder incentive mechanism described by the New Hampshire Energy Efficiency Working Group and approved by the Commission in Order No. 23,574 includes a circular calculation. A portion of the earned shareholder incentive is related to the benefit/cost ratio. However, the shareholder incentive is supposed to be included as an EE cost in determining the benefit/cost ratio. For the purpose of calculating the shareholder incentive, the Company has calculated the planned benefit/cost ratio including the shareholder incentive for one iteration and will compare the actual benefit/cost ratio including the shareholder incentive to the planned benefit/cost ratio including shareholder incentives when determining the earned shareholder incentive.

16. Sum of lines 10 and 13. These are the Residential sector funds on which the Company may calculate its earned shareholder incentive.