

Proposal vs. Hypothetical

	Residential Programs							C&I Programs					Grand Tot.
	ES Homes	HPwES	ES App.	HEA	ES Ltg.	Co. Spec.	Total	New Eq.	Lge Retro	Sm. Bus.	Co. Spec.	Total	
<b>Proposal: (1)</b>													
NGRID	1,501,000	2,652,330	1,206,631	1,230,839	2,905,116	-	9,495,916	7,703,362	39,827,552	6,081,900	-	53,612,814	63,108,730
NHEC	799,900	2,398,200	3,329,756	717,727	8,070,159	6,352,000	21,667,742	2,248,900	9,167,837	3,298,149	-	14,714,866	36,382,628
PSNH	9,644,800	4,396,600	18,253,113	8,948,884	33,221,995	27,205,100	101,668,492	73,895,900	119,761,974	89,551,087	29,295,500	312,504,461	414,172,953
UES	1,402,000	495,527	3,433,384	10,254,887	9,019,151	-	24,604,949	8,431,000	31,107,908	14,606,755	-	54,145,663	78,750,612
<b>Total</b>	<b>13,347,700</b>	<b>9,942,657</b>	<b>26,222,884</b>	<b>21,150,337</b>	<b>53,216,421</b>	<b>33,557,100</b>	<b>157,437,099</b>	<b>92,279,162</b>	<b>199,865,271</b>	<b>113,537,891</b>	<b>29,295,500</b>	<b>434,977,824</b>	<b>592,414,923</b>
<b>Hypothetical: (2)</b>													
NGRID	3,708,110	1,621,970	2,289,627	1,450,217	5,697,791	-	14,787,715	9,225,814	29,396,288	4,723,967	-	43,346,049	58,113,764
NHEC	739,119	1,560,735	2,567,820	654,443	7,406,550	6,767,882	19,698,549	4,179,309	5,649,025	3,135,953	-	12,964,287	32,860,836
PSNH	20,972,746	40,645,033	28,775,522	9,189,469	61,989,277	54,915,534	218,487,581	79,356,634	185,397,709	123,454,089	39,549,714	427,758,145	644,245,726
UES	5,123,524	2,748,069	2,067,207	16,218,773	14,702,722	-	40,860,294	5,388,858	58,343,665	15,302,109	-	79,034,632	119,894,927
<b>Total</b>	<b>30,543,499</b>	<b>48,575,807</b>	<b>35,700,175</b>	<b>27,512,902</b>	<b>89,796,340</b>	<b>61,683,417</b>	<b>291,812,139</b>	<b>98,150,615</b>	<b>278,786,666</b>	<b>146,616,118</b>	<b>98,150,615</b>	<b>563,103,113</b>	<b>854,915,253</b>
<b>Variance:</b>													
NGRID	2,207,110	(1,030,360)	1,082,996	219,378	2,792,675	-	5,271,799	1,522,452	(10,431,284)	(1,357,933)	-	(10,266,765)	(4,994,966)
NHEC	(60,781)	(837,485)	(761,936)	(63,284)	(663,609)	415,882	(1,971,193)	1,930,409	(3,518,812)	(162,196)	-	(1,750,599)	(3,721,792)
PSNH	11,327,946	36,248,433	10,522,409	242,585	28,767,282	27,710,434	114,819,089	5,480,734	65,635,735	33,903,002	10,254,214	115,253,684	230,072,773
UES	3,721,524	2,252,542	(1,366,177)	5,963,886	5,683,571	-	16,255,345	(3,042,142)	27,235,757	695,354	-	(10,266,765)	41,144,315
<b>Total</b>	<b>17,195,799</b>	<b>36,633,150</b>	<b>9,477,291</b>	<b>6,362,565</b>	<b>36,579,919</b>	<b>28,126,317</b>	<b>134,375,040</b>	<b>5,871,453</b>	<b>78,921,395</b>	<b>33,078,227</b>	<b>134,375,040</b>	<b>134,375,040</b>	<b>282,500,330</b>
<b>Percent incr/(Decr):</b>													
NGRID	60%	-64%	47%	15%	49%	0%	36%	17%	-35%	-29%	0%	-24%	-9%
NHEC	-8%	-35%	-23%	-9%	-8%	7%	-9%	86%	-38%	-5%	0%	-12%	-10%
PSNH	117%	824%	58%	3%	87%	102%	113%	7%	55%	38%	35%	37%	56%
UES	265%	455%	-40%	58%	63%	0%	66%	-36%	88%	5%	0%	46%	52%
<b>Total</b>	<b>129%</b>	<b>368%</b>	<b>36%</b>	<b>30%</b>	<b>69%</b>	<b>84%</b>	<b>85%</b>	<b>6%</b>	<b>39%</b>	<b>29%</b>	<b>35%</b>	<b>29%</b>	<b>44%</b>

footnotes:

(1) Proposal is per Core Filing for 2011 at page 126

(2) Hypothetical reflects the following:

Participation = proposed utility cost / actual 2009 utility cost per participant

Lifetime kWh Savings = participation x 2009 actual lifetime kWh savings per participant

DE 10-188  
 CORE Programs  
 Staff Hypothetical - Lifetime Savings

Schedule 1A

NGRID - Year 2011

	Proposed (1)			Hypothetical (2)				
	Participation [a]	Lifetime Savings Per Partic. [b]	Lifetime kWh Savings [c] = [a] x [b]	Proposed Utility Costs [d]	Act. 2009 Util. Cost Per Partic. [e]	Calculated No. Of Partic. [f] = [d] / [e]	Act. 2009 Lifetime Saving Per Partic. [g]	Calculated Lifetime Sav. [h] = [f] x [g]
<b>Residential:</b>								
Energy Star Homes	50	30,020	1,501,000	\$ 143,600	\$ 3,463	41	89,428	3,708,110
Home Performance with Energy SI	101	26,261	2,652,330	\$ 102,510	\$ 1,069	96	16,913	1,621,970
Energy Star Appliances	875	1,379	1,206,631	\$ 86,368	\$ 98	880	2,603	2,289,627
Home Energy Assistance	50	24,617	1,230,839	\$ 206,299	\$ 4,186	49	29,430	1,450,217
Energy Star Lighting	13,142	221	2,905,116	\$ 77,038	\$ 4	20,818	274	5,697,791
Company Specific	-	-	-	\$ -	\$ -	-	-	-
<b>Total</b>	<b>14,218</b>		<b>9,495,916</b>	<b>615,815</b>		<b>21,884</b>		<b>14,767,715</b>
<b>C&amp;I:</b>								
New Equipment & Construction	11	700,306	7,703,362	\$ 201,358	\$ 25,649	8	1,175,201	9,225,814
Large C&I Retrofit	26	1,531,829	39,827,552	\$ 391,829	\$ 19,294	20	1,447,532	29,396,268
Small Bus. Energy Solutions	33	184,300	6,081,900	\$ 221,906	\$ 5,436	41	115,720	4,723,967
Company Specific	-	-	-	\$ -	\$ -	-	-	-
<b>Total</b>	<b>70</b>		<b>53,612,814</b>	<b>\$ 815,093</b>		<b>69</b>		<b>43,346,049</b>
<b>Total</b>	<b>14,288</b>		<b>63,108,730</b>	<b>\$ 1,430,908</b>		<b>21,953</b>		<b>58,113,764</b>

footnotes:

(1) Core Filing at page 126

(2) Hypothetical incorporates 2009 actual data for "cost per participant" and "lifetime savings per participant".

DE 10-188  
 CORE Programs  
 Staff Hypothetical - Lifetime Savings

Schedule 1B

NHEC - Year 2011

	Proposed (1)			Hypothetical (2)				
	Participation [a]	Lifetime Savings Per Partic. [b]	Lifetime kWh Savings [c] = [a] x [b]	Proposed Utility Costs [d]	Act. 2009 Util. Cost Per Partic. [e]	Calculated No. Of Partic. [f] = [d] / [e]	Act. 2009 Lifetime Saving Per Partic. [g]	Calculated Lifetime Sav. [h] = [f] x [g]
<b>Residential:</b>								
Energy Star Homes	37	21,619	799,900	\$ 113,500	\$ 3,495	32	22,762	739,119
Home Performance with Energy S	39	61,492	2,398,200	\$ 127,844	\$ 5,037	25	61,492	1,560,735
Energy Star Appliances	1,735	1,919	3,329,756	\$ 129,759	\$ 97	1,338	1,919	2,567,820
Home Energy Assistance	50	14,355	717,727	\$ 162,417	\$ 3,562	46	14,355	654,443
Energy Star Lighting	35,864	225	8,070,159	\$ 105,109	\$ 3	32,915	225	7,406,550
Company Specific	12	529,333	6,352,000	\$ 129,933	\$ 10,162	13	529,333	6,767,882
<b>Total</b>	<b>37,737</b>		<b>21,667,742</b>	<b>768,562</b>		<b>34,369</b>		<b>19,696,549</b>
<b>C&amp;I:</b>								
New Equipment & Construction	5	449,780	2,248,900	\$ 107,413	\$ 11,560	9	449,780	4,179,309
Large C&I Retrofit	22	416,720	9,167,837	\$ 122,063	\$ 9,004	14	416,720	5,649,025
Small Bus. Energy Solutions	32	103,067	3,298,149	\$ 122,066	\$ 4,012	30	103,067	3,135,953
Company Specific	-	-	-	\$ -	\$ -	0	-	-
<b>Total</b>	<b>59</b>		<b>14,714,886</b>	<b>351,542</b>		<b>53</b>		<b>12,964,287</b>
<b>Total</b>	<b>37,796</b>		<b>36,382,628</b>	<b>\$ 1,120,104</b>		<b>34,422</b>		<b>32,660,836</b>

footnotes:

(1) Core Filing at page 126

(2) Hypothetical incorporates 2009 actual data for "cost per participant" and "lifetime savings per participant".

DE 10-188  
 CORE Programs  
 Staff Hypothetical - Lifetime Savings

Schedule 1C

PSNH - Year 2011

	Proposed (1)			Hypothetical (2)				
	Participation	Lifetime Savings Per Partic.	Lifetime kWh Savings	Proposed Utility Costs	Act. 2009 Util. Cost Per Partic.	Calculated No. Of Partic.	Act. 2009 Lifetime Saving Per Partic.	Calculated Lifetime Sav.
	[a]	[b]	[c] = [a] x [b]	[d]	[e]	[f] = [d] / [e]	[g]	[h] = [f] x [g]
<b>Residential:</b>								
Energy Star Homes	378	25,515	9,644,800	\$ 948,700	\$ 2,174	436	48,071	20,972,746
Home Performance with Energy Star	945	4,652	4,396,600	\$ 1,626,394	\$ 1,082	1,503	27,045	40,645,033
Energy Star Appliances	12,170	1,500	18,253,113	\$ 721,126	\$ 66	10,868	2,648	28,775,522
Home Energy Assistance	679	13,177	8,946,884	\$ 1,917,400	\$ 3,556	539	17,042	9,189,469
Energy Star Lighting	149,656	222	33,221,995	\$ 774,279	\$ 3	233,861	265	61,989,277
Company Specific	54	503,798	27,205,100	\$ 361,400	\$ 2,301	157	349,676	54,915,534
<b>Total</b>	<b>163,882</b>		<b>101,668,492</b>	<b>6,349,299</b>		<b>247,364</b>		<b>216,487,581</b>
<b>C&amp;I:</b>								
New Equipment & Construction	144	513,166	73,895,900	\$ 1,605,108	\$ 10,325	155	510,491	79,356,634
Large C&I Retrofit	136	880,603	119,761,974	\$ 2,113,476	\$ 10,897	194	955,894	185,397,709
Small Bus. Energy Solutions	573	156,285	89,551,087	\$ 2,508,619	\$ 3,774	665	185,723	123,454,089
Company Specific	6	4,882,583	29,295,500	\$ 646,900	\$ 139,198	5	8,510,176	39,549,714
<b>Total</b>	<b>859</b>		<b>312,504,461</b>	<b>\$ 6,874,103</b>		<b>1,014</b>		<b>427,758,145</b>
<b>Total</b>	<b>164,741</b>		<b>414,172,953</b>	<b>\$ 13,223,402</b>		<b>248,378</b>		<b>644,245,726</b>

footnotes:

(1) Core Filing at page 126

(2) Hypothetical incorporates 2009 actual data for "cost per participant" and "lifetime savings per participant".

DE 10-188  
 CORE Programs  
 Staff Hypothetical - Lifetime Savings

Schedule 1D

UES - Year 2011

	Proposed (1)			Hypothetical (2)				
	Participation [a]	Lifetime Savings Per Partic. [b]	Lifetime kWh Savings [c] = [a] x [b]	Proposed Utility Costs [d]	Act. 2009 Util. Cost Per Partic. [e]	Calculated No. Of Partic. [f] = [d] / [e]	Act. 2009 Lifetime Saving Per Partic. [g]	Calculated Lifetime Sav. [h] = [f] x [g]
<b>Residential:</b>								
Energy Star Homes	38	36,895	1,402,000	\$ 198,679	\$ 3,739	53	96,417	5,123,524
Home Performance with Energy S	65	7,623	495,527	\$ 240,000	\$ 5,063	47	57,976	2,748,069
Energy Star Appliances	1,622	2,117	3,433,384	\$ 135,000	\$ 124	1,086	1,904	2,067,207
Home Energy Assistance	61	168,113	10,254,887	\$ 306,057	\$ 3,276	93	173,617	16,218,773
Energy Star Lighting	43,961	205	9,019,151	\$ 135,000	\$ 3	48,253	305	14,702,722
Company Specific	-	-	-	\$ 72,500	\$ -	-	-	-
<b>Total</b>	<b>45,747</b>		<b>24,604,949</b>	<b>\$ 1,087,236</b>		<b>49,533</b>		<b>40,860,294</b>
<b>C&amp;I:</b>								
New Equipment & Construction	13	648,538	8,431,000	\$ 224,957	\$ 46,749	5	1,119,883	5,388,858
Large C&I Retrofit	29	1,072,686	31,107,908	\$ 441,595	\$ 22,499	20	2,972,594	58,343,665
Small Bus. Energy Solutions	58	251,841	14,606,755	\$ 374,935	\$ 8,390	45	342,406	15,302,109
Company Specific	-	-	-	\$ -	\$ -	-	-	-
<b>Total</b>	<b>100</b>		<b>54,145,663</b>	<b>\$ 1,041,487.0</b>		<b>69</b>		<b>79,034,632</b>
<b>Total</b>	<b>45,847</b>		<b>78,750,612</b>	<b>\$ 2,128,723</b>		<b>49,602</b>		<b>119,894,927</b>

footnotes:

(1) Core Filing at page 126

(2) Hypothetical incorporates 2009 actual data for "cost per participant" and "lifetime savings per participant".

Proposal vs. Hypothetical

Lifetime MMBtu Savings Summary (1)

	<u>Residential</u>	<u>C&amp;I</u>	<u>Grand Tot.</u>
<b>Proposal: (2)</b>			
NGRID-NH Natural Gas	736,594	1,091,389	1,827,983
Unitil Natural Gas	<u>123,024</u>	<u>210,921</u>	<u>333,945</u>
Total	<u><u>859,618</u></u>	<u><u>1,302,310</u></u>	<u><u>2,161,928</u></u>
<b>Hypothetical: (3)</b>			
NGRID-NH Natural Gas	1,639,949	3,137,367	4,777,316
Unitil Natural Gas	<u>132,935</u>	<u>187,082</u>	<u>320,017</u>
Total	<u><u>1,772,884</u></u>	<u><u>3,324,449</u></u>	<u><u>5,097,333</u></u>
<b>Variance:</b>			
NGRID-NH Natural Gas	903,355	2,045,978	2,949,333
Unitil Natural Gas	<u>9,911</u>	<u>(23,839)</u>	<u>(13,928)</u>
Total	<u><u>913,266</u></u>	<u><u>2,022,139</u></u>	<u><u>2,935,405</u></u>
<b>Percent Increase:</b>			
NGRID-NH Natural Gas	123%	187%	161%
Unitil Natural Gas	<u>8%</u>	<u>-11%</u>	<u>-4%</u>
Total	<u><u>106%</u></u>	<u><u>155%</u></u>	<u><u>136%</u></u>

footnotes:

(1) Summary is at sector level. 2011 comparison by program is not available.

(2) Proposal is per Natural Gas Filing for 2011

(3) Hypothetical reflects the following:

Participation = Proposal Utility Cost / actual 2009 utility cost per participant

Lifetime MMBtu Savings: Participation x 2009 actual lifetime MMBtu savings per participant

## Natural Gas Programs

## Staff Hypothetical - Lifetime Savings

## NGRID-NH - Year 2011

	Proposed (1)			Hypothetical (2)				
	Participation	Lifetime Savings Per Partic.	Lifetime MMBtu Sav.	Proposed Utility Costs	Act. 2009 Util. Cost Per Partic.	Calculated No. Of Partic.	Act. 2009 Lifetime Saving Per Partic.	Calculated Lifetime Sav.
	[a]	[b]	[c] = [a] x [b]	[d]	[e]	[f] = [d] / [e]	[g]	[h] = [f] x [g]
<b>Residential:</b>								
Energy Star Homes	30	680	20,400	\$ 79,355	n/a	n/a	n/a	n/a
Home Performance with Energy SI	1,200	282	338,400	\$ 1,540,631	n/a	n/a	n/a	n/a
Heat, Hot Water, Controls	1,983	155	306,840	\$ 714,464	n/a	n/a	n/a	n/a
Home Energy Assistance	260	273	70,954	\$ 730,895	n/a	n/a	n/a	n/a
Energy Star Lighting	-	-	-	\$ -	n/a	n/a	n/a	n/a
Company Specific	10	-	-	\$ 25,329	n/a	n/a	n/a	n/a
<b>Total</b>	<b>3,483</b>		<b>736,594</b>	<b>\$ 3,090,674</b>	<b>\$ 343</b>	<b>9,011</b>	<b>182</b>	<b>1,639,949</b>
<b>C&amp;I:</b>								
New Equipment & Construction	226	1,241	280,466	\$ 1,032,155	n/a	n/a	n/a	n/a
Large C&I Retrofit	307	2,277	699,039	\$ 1,856,294	n/a	n/a	n/a	n/a
Small Bus. Energy Solutions	23	4,865	111,884	\$ 286,323	n/a	n/a	n/a	n/a
Economic Redevelopment				\$ -	n/a	n/a	n/a	n/a
Company Specific	-	-	-	\$ -	n/a	n/a	n/a	n/a
<b>Total</b>	<b>556</b>		<b>1,091,389</b>	<b>\$ 3,174,772</b>	<b>\$ 2,716</b>	<b>1,169</b>	<b>2,684</b>	<b>3,137,367</b>
<b>Total</b>	<b>4,039</b>		<b>1,827,983</b>	<b>\$ 6,265,446</b>		<b>10,180</b>		<b>4,777,316</b>

footnotes:

(1) Natural Gas Filing

(2) Hypothetical incorporates 2009 actual data for "cost per participant" and "lifetime savings per participant".

DE 10-188  
 Natural Gas Programs  
 Staff Hypothetical - Lifetime Savings

Schedule 2B

Northern - Year 2011

	Proposed (1)			Hypothetical (2)				
	Participation	Lifetime Savings Per Partic.	Lifetime MMBtu Sav.	Proposed Utility Costs	Act. 2009 Util. Cost Per Partic.	Calculated No. Of Partic.	Act. 2009 Lifetime Saving Per Partic.	Calculated Lifetime Sav.
	[a]	[b]	[c] = [a] x [b]	[d]	[e]	[f] = [d] / [e]	[g]	[h] = [f] x [g]
<b>Residential:</b>								
Energy Star Homes	-	-	-	\$ -	n/a	n/a	n/a	n/a
Home Performance with Energy Star (incl. Appl.)	26	804	20,896	\$ 135,000	n/a	n/a	n/a	n/a
Heat, Hot Water, Controls	447	193	86,331	\$ 309,617	n/a	n/a	n/a	n/a
Home Energy Assistance	23	687	15,797	\$ 110,000	n/a	n/a	n/a	n/a
Energy Star Lighting	-	-	-	\$ -	n/a	n/a	n/a	n/a
Company Specific	-	-	-		n/a	n/a	n/a	n/a
<b>Total</b>	<b>496</b>		<b>123,024</b>	<b>\$ 554,617</b>	<b>\$ 462.03</b>	<b>1,200</b>	<b>111</b>	<b>132,935</b>
<b>C&amp;I:</b>								
New Equipment & Construction	62	892	55,276	\$ 75,000	n/a	n/a	n/a	n/a
Large C&I Retrofit	5	12,230	61,149	\$ 90,000	n/a	n/a	n/a	n/a
Small Bus. Energy Solutions	11	5,664	62,301	\$ 111,800	n/a	n/a	n/a	n/a
Multi-Family	5	6,439	32,195	\$ 153,771	n/a	n/a	n/a	n/a
Company Specific	-	-	-	\$ -	n/a	n/a	n/a	n/a
<b>Total</b>	<b>83</b>		<b>210,921</b>	<b>\$ 430,571</b>	<b>\$ 18,823.9</b>	<b>23</b>	<b>8,179</b>	<b>187,082</b>
<b>Total</b>	<b>\$ 579</b>	<b>-</b>	<b>333,945</b>	<b>\$ 985,188</b>		<b>1,223</b>		<b>320,017</b>

footnotes:

(1) Natural Gas Filing

(2) Hypothetical incorporates 2009 actual data for "cost per participant" and "lifetime savings per participant".