Appendix A

Educational and Professional Background

James J. Cunningham, Jr.

I am employed by the New Hampshire Public Utilities Commission (Commission) as a Utility Analyst. My business address is 21 S. Fruit Street, Suite 10, Concord New Hampshire, 03301.

I am a graduate of Bentley University, Waltham, Massachusetts, and I hold a Bachelor of Science-Accounting Degree. Prior to joining the Commission I was employed by the General Electric Company (GE). While at GE, I graduated from the Corporate Financial Management Training Program and held assignments in General Accounting, Government Accounting & Contracts and Financial Analysis.

In 1988, I joined the staff of the NHPUC. I have provided expert testimony pertaining to depreciation studies, actuarial studies for pension and retirement benefits, energy efficiency programs and other topics pertaining to NH electric, natural gas, water, and steam utilities. In 1995, I completed the NARUC Annual Regulatory Studies Program at Michigan State University, sponsored by the National Association of Regulatory Utility Commissioners. In 1998, I completed the Depreciation Studies Program, sponsored by the Society of Depreciation Professionals, Washington, D.C. I am a member of the Society of Depreciation Professionals (SDP). In 2008, I was promoted to my current position of Utility Analyst.

DE 14-216 (2017 Continuation Filing)
Lost Revenues for 2017 Core EE Programs
Electric and Gas Utility Summary
Year 2017

		Lost Revenue Summary *					
		Electric Utilities			Gas Utilities		
		Proposed	Staff Recommend	Staff Over/ (Under)Proposal	Proposed	Staff Recommend	Staff Over/ (Under)Proposal
Residential	Liberty Elec/Gas	$ 19,807	$ 19,807	$ 0	$ **83,023**	$ **58,220**	$ **(24,803)**
	Unitil Elec/Gas	$ 26,724	$ 26,725	$ 1	$ 9,086	$ 9,087	$ 1
	Eversource	$ 244,715	$ 244,725	$ 10			
	Sub-Total	$ 291,246	$ 291,257	$ 11	$ 92,109	$ 67,307	$ (24,802)
C&I	Liberty Elec/Gas	$ 39,383	$ 39,383	$ (0)	$ **87,511**	$ **61,366**	$ **(26,145)**
	Unitil Elec/Gas	$ 75,671	$ 75,683	$ 12	$ 10,086	$ 10,085	$ (1)
	Eversource	$ 362,416	$ 362,416	$ (0)			
	Sub-Total	$ 477,470	$ 477,481	$ 11	$ 97,597	$ 71,452	$ (26,145)
Total	Liberty Elec/Gas	$ 59,190	$ 59,190	$ (0)	$ **170,534**	$ **119,586**	$ **(50,948)**
	Unitil Elec/Gas	$ 102,395	$ 102,408	$ 13	$ 19,172	$ 19,173	$ 1
	Eversource	$ 607,131	$ 607,141	$ 10	$ -	$ -	
	Total	$ 768,716	$ 768,738	$ 22	$ 189,706	$ 138,759	$ (50,947)

* Amounts excludes interest for purposes of this summary. NHEC is not included in the summary since NHEC is not proposing LBR.

Notes:

1. Gas Utilities' lost revenue adjustment mechanism (LRAM) is calculated for January 1, 2017 through October 31, 2017, consistent with the COG filings.
2. Lost revenue for Gas Utilities' EE programs were approved in the recent Winter COG dockets:
   Liberty - Gas (Energy North), DG 16-814, Order No. 25,958; and, Unitil - Gas (Northern Utilities), DG 16-819, Order No. 25,959.
3. Variance, as compared to overall COG amount is minor. The variance for Liberty (Energy North) will be trued up in the annual LRAM reconciliation.

Residential

	Annualized	"Installed" Savings												
	Savings	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Jan	38,734	3,228	3,228	3,228	3,228	3,228	3,228	3,228	3,228	3,228	3,228	3,228	3,228	38,734
Feb	38,734		3,228	3,228	3,228	3,228	3,228	3,228	3,228	3,228	3,228	3,228	3,228	35,506
Mar	38,734			3,228	3,228	3,228	3,228	3,228	3,228	3,228	3,228	3,228	3,228	32,278
Apr	77,469				6,456	6,456	6,456	6,456	6,456	6,456	6,456	6,456	6,456	58,102
May	77,469					6,456	6,456	6,456	6,456	6,456	6,456	6,456	6,456	51,646
Jun	77,469						6,456	6,456	6,456	6,456	6,456	6,456	6,456	45,190
Jul	77,469							6,456	6,456	6,456	6,456	6,456	6,456	38,735
Aug	77,469								6,456	6,456	6,456	6,456	6,456	32,279
Sep	77,469									6,456	6,456	6,456	6,456	25,823
Oct	193,672										16,139	16,139	16,139	48,418
Nov	193,672											16,139	16,139	32,279
Dec	193,672												16,139	16,139
Total	1,162,032	3,228	6,456	9,684	16,139	22,595	29,051	35,507	41,962	48,418	64,557	80,697	96,836	455,129
Savings for Lost Rev.		3,228	9,684	19,367	35,506	58,101	87,152	122,659	164,621	213,039	277,596	358,293	455,129	
Proposed Distribution Rates		0.04352											$ 0.04352	
Lost Revenue													$ 19,807	

C&I

	Annualized Savings	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Jan	132,218	11,018	11,018	11,018	11,018	11,018	11,018	11,018	11,018	11,018	11,018	11,018	11,018	132,218
Feb	132,218		11,018	11,018	11,018	11,018	11,018	11,018	11,018	11,018	11,018	11,018	11,018	121,200
Mar	132,218			11,018	11,018	11,018	11,018	11,018	11,018	11,018	11,018	11,018	11,018	110,182
Apr	264,436				22,036	22,036	22,036	22,036	22,036	22,036	22,036	22,036	22,036	198,327
May	264,436					22,036	22,036	22,036	22,036	22,036	22,036	22,036	22,036	176,291
Jun	264,436						22,036	22,036	22,036	22,036	22,036	22,036	22,036	154,254
Jul	264,436							22,036	22,036	22,036	22,036	22,036	22,036	132,218
Aug	264,436								22,036	22,036	22,036	22,036	22,036	110,182
Sep	264,436									22,036	22,036	22,036	22,036	88,145
Oct	661,091										55,091	55,091	55,091	165,273
Nov	661,091											55,091	55,091	110,182
Dec	661,091												55,091	55,091
Total	3,966,543	11,018	22,036	33,055	55,091	77,127	99,164	121,200	143,236	165,273	220,363	275,454	330,545	1,553,562
Savings for Lost Rev.		11,018	33,055	66,109	121,200	198,327	297,491	418,690	561,927	727,199	947,562	1,223,017	1,553,562	
Proposed Distribution Rates													$ 0.02535	
Lost Revenue													$ 39,383	

Total Lost Revenue $ 59,190

DE 14-216 (2017 Continuation Filing)
Calculation of 2017 Lost Revenues - Unitil
Year 2017

	Annualized	"Installed" Savings												
Residential	**Savings**	**Jan**	**Feb**	**Mar**	**Apr**	**May**	**Jun**	**Jul**	**Aug**	**Sep**	**Oct**	**Nov**	**Dec**	**Total**
Jan	76,711	6,393	6,393	6,393	6,393	6,393	6,393	6,393	6,393	6,393	6,393	6,393	6,393	76,711
Feb	92,053		7,671	7,671	7,671	7,671	7,671	7,671	7,671	7,671	7,671	7,671	7,671	84,382
Mar	107,395			8,950	8,950	8,950	8,950	8,950	8,950	8,950	8,950	8,950	8,950	89,496
Apr	107,395				8,950	8,950	8,950	8,950	8,950	8,950	8,950	8,950	8,950	80,546
May	76,711					6,393	6,393	6,393	6,393	6,393	6,393	6,393	6,393	51,141
Jun	260,816						21,735	21,735	21,735	21,735	21,735	21,735	21,735	152,143
Jul	61,369							5,114	5,114	5,114	5,114	5,114	5,114	30,685
Aug	153,421								12,785	12,785	12,785	12,785	12,785	63,925
Sep	76,711									6,393	6,393	6,393	6,393	25,570
Oct	76,711										6,393	6,393	6,393	19,178
Nov	76,711											6,393	6,393	12,785
Dec	368,211												30,684	30,684
Total	1,534,215	6,393	14,064	23,013	31,963	38,355	60,090	65,204	77,989	84,382	90,774	97,167	127,851	717,246
Savings for Lost Rev.		6,393	20,456	43,470	75,432	113,788	173,878	239,082	317,071	401,453	492,228	589,395	**717,246**	
Proposed Distribution Rates		0.04352											**$ 0.03726**	
Lost Revenue													**$ 26,725**	
C&I														
Jan	118,471	9,873	9,873	9,873	9,873	9,873	9,873	9,873	9,873	9,873	9,873	9,873	9,873	118,471
Feb	131,700		10,975	10,975	10,975	10,975	10,975	10,975	10,975	10,975	10,975	10,975	10,975	120,725
Mar	663,838			55,320	55,320	55,320	55,320	55,320	55,320	55,320	55,320	55,320	55,320	553,198
Apr	394,399				32,867	32,867	32,867	32,867	32,867	32,867	32,867	32,867	32,867	295,799
May	587,061					48,922	48,922	48,922	48,922	48,922	48,922	48,922	48,922	391,374
Jun	545,325						45,444	45,444	45,444	45,444	45,444	45,444	45,444	318,106
Jul	156,897							13,075	13,075	13,075	13,075	13,075	13,075	78,449
Aug	537,991								44,833	44,833	44,833	44,833	44,833	224,163
Sep	747,774									62,315	62,315	62,315	62,315	249,258
Oct	195,742										16,312	16,312	16,312	48,936
Nov	708,994											59,083	59,083	118,166
Dec	379,227												31,602	31,602
Total	5,167,419	9,873	20,848	76,167	109,034	157,956	203,400	216,474	261,307	323,621	339,933	399,016	430,618	2,548,247
Savings for Lost Rev.		9,873	30,720	106,888	215,922	373,877	577,277	793,751	1,055,058	1,378,679	1,718,612	2,117,628	**2,548,247**	
Proposed Distribution Rates													**$ 0.02970**	
Lost Revenue													**$ 75,683**	
Total Lost Revenue													**$ 102,408**	

Residential

	Annualized Savings	"Installed" Savings Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Jan	774,992	64,583	64,583	64,583	64,583	64,583	64,583	64,583	64,583	64,583	64,583	64,583	64,583	774,992
Feb	774,992		64,583	64,583	64,583	64,583	64,583	64,583	64,583	64,583	64,583	64,583	64,583	710,409
Mar	774,992			64,583	64,583	64,583	64,583	64,583	64,583	64,583	64,583	64,583	64,583	645,827
Apr	1,005,841				83,820	83,820	83,820	83,820	83,820	83,820	83,820	83,820	83,820	754,381
May	1,005,841					83,820	83,820	83,820	83,820	83,820	83,820	83,820	83,820	670,561
Jun	1,005,841						83,820	83,820	83,820	83,820	83,820	83,820	83,820	586,741
Jul	898,861							74,905	74,905	74,905	74,905	74,905	74,905	449,431
Aug	898,861								74,905	74,905	74,905	74,905	74,905	374,525
Sep	898,861									74,905	74,905	74,905	74,905	299,620
Oct	1,442,804										120,234	120,234	120,234	360,701
Nov	1,442,804											120,234	120,234	240,467
Dec	1,442,804												120,234	120,234
Total	12,367,494	64,583	129,165	193,748	277,568	361,388	445,208	520,113	595,018	669,924	790,157	910,391	1,030,625	5,987,888
Savings for Lost Rev.		64,583	193,748	387,496	665,064	1,026,452	1,471,661	1,991,774	2,586,792	3,256,716	4,046,873	4,957,264	5,987,888	
Proposed Distribution Rates		0.04352											$ 0.04087	
Lost Revenue													$ 244,725	

C&I

	Annualized Savings	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Jan	1,064,527	88,711	88,711	88,711	88,711	88,711	88,711	88,711	88,711	88,711	88,711	88,711	88,711	1,064,527
Feb	1,064,527		88,711	88,711	88,711	88,711	88,711	88,711	88,711	88,711	88,711	88,711	88,711	975,816
Mar	1,064,527			88,711	88,711	88,711	88,711	88,711	88,711	88,711	88,711	88,711	88,711	887,106
Apr	2,404,578				200,382	200,382	200,382	200,382	200,382	200,382	200,382	200,382	200,382	1,803,434
May	2,404,578					200,382	200,382	200,382	200,382	200,382	200,382	200,382	200,382	1,603,052
Jun	2,404,578						200,382	200,382	200,382	200,382	200,382	200,382	200,382	1,402,671
Jul	2,392,054							199,338	199,338	199,338	199,338	199,338	199,338	1,196,027
Aug	2,392,054								199,338	199,338	199,338	199,338	199,338	996,689
Sep	2,392,054									199,338	199,338	199,338	199,338	797,351
Oct	6,662,684										555,224	555,224	555,224	1,665,671
Nov	6,662,684											555,224	555,224	1,110,447
Dec	6,662,684												555,224	555,224
Total	37,571,529	88,711	177,421	266,132	466,513	666,895	867,276	1,066,614	1,265,952	1,465,290	2,020,513	2,575,737	3,130,961	14,058,015
Savings for Lost Rev.		88,711	266,132	532,264	998,777	1,665,672	2,532,948	3,599,562	4,865,514	6,330,804	8,351,317	10,927,054	14,058,015	
Proposed Distribution Rates													$ 0.02578	
Lost Revenue													$ 362,416	

Total Lost Revenue	$ 607,141

DE 14-216 (2017 Continuation Filing)
Calculation of Lost Revenues - Liberty Utilities (Energy North)
January -October 2017 Portion in CGA (DG 16-814)

	Annualized Therm Savings	"Installed" Savings										
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Total
Residential												
Jan	17,905	1,492	1,492	1,492	1,492	1,492	1,492	1,492	1,492	1,492	1,492	14,921
Feb	17,905		1,492	1,492	1,492	1,492	1,492	1,492	1,492	1,492	1,492	13,429
Mar	17,905			1,492	1,492	1,492	1,492	1,492	1,492	1,492	1,492	11,937
Apr	23,874				1,990	1,990	1,990	1,990	1,990	1,990	1,990	13,927
May	23,874					1,990	1,990	1,990	1,990	1,990	1,990	11,937
Jun	23,874						1,990	1,990	1,990	1,990	1,990	9,948
Jul	27,455							2,288	2,288	2,288	2,288	9,152
Aug	27,455								2,288	2,288	2,288	6,864
Sep	27,455									2,288	2,288	4,576
Oct	50,134										4,178	4,178
Total	257,836	1,492	2,984	4,476	6,466	8,455	10,445	12,733	15,021	17,309	21,486	100,866
Proposed Distribution Rate		1,492	4,476	8,953	15,418	23,874	34,318	47,051	62,072	79,380	100,866	
Lost Revenue											$ 0.5772	
											$ 58,220	
C&I												
Jan	43,837	3,653	3,653	3,653	3,653	3,653	3,653	3,653	3,653	3,653	3,653	36,531
Feb	43,837		3,653	3,653	3,653	3,653	3,653	3,653	3,653	3,653	3,653	32,878
Mar	43,837			3,653	3,653	3,653	3,653	3,653	3,653	3,653	3,653	29,225
Apr	58,449				4,871	4,871	4,871	4,871	4,871	4,871	4,871	34,095
May	58,449					4,871	4,871	4,871	4,871	4,871	4,871	29,225
Jun	58,449						4,871	4,871	4,871	4,871	4,871	24,354
Jul	67,216							5,601	5,601	5,601	5,601	22,405
Aug	67,216								5,601	5,601	5,601	16,804
Sep	67,216									5,601	5,601	11,203
Oct	122,743										10,229	10,229
Total	631,249	3,653	7,306	10,959	15,830	20,701	25,572	31,173	36,774	42,376	52,604	246,947
Proposed Distribution Rate		3,653	10,959	21,919	37,749	58,449	84,021	115,194	151,968	194,343	246,947	
Lost Revenue											$ 0.2485	
											$ 61,366	
Total Lost Revenue											$ 119,586	

DE 14-216 (2017 Continuation Filing)
Calculation of Lost Revenues - Unitil (Northern)
January -October 2017 Portion in CGA (DG 16-819)

	Annualized	"Installed" Savings										
	Therm Savings	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Total
Residential												
Jan	2,680	223	223	223	223	223	223	223	223	223	223	2,233
Feb	3,350		279	279	279	279	279	279	279	279	279	2,513
Mar	3,350			279	279	279	279	279	279	279	279	2,233
Apr	2,680				223	223	223	223	223	223	223	1,563
May	2,680					223	223	223	223	223	223	1,340
Jun	2,680						223	223	223	223	223	1,117
Jul	6,700							558	558	558	558	2,233
Aug	6,700								558	558	558	1,675
Sep	5,360									447	447	893
Oct	7,370										614	614
Total	43,550	223	503	782	1,005	1,228	1,452	2,010	2,568	3,015	3,629	16,415
Proposed Distribution Rate		223	726	1,508	2,513	3,741	5,193	7,203	9,771	12,786	16,415	
Lost Revenue											$ 0.5536	
											$ 9,087	
C&I												
Jan	7,162	597	597	597	597	597	597	597	597	597	597	5,968
Feb	7,162		597	597	597	597	597	597	597	597	597	5,372
Mar	21,487			1,791	1,791	1,791	1,791	1,791	1,791	1,791	1,791	14,325
Apr	31,037				2,586	2,586	2,586	2,586	2,586	2,586	2,586	18,105
May	11,937					995	995	995	995	995	995	5,969
Jun	9,550						796	796	796	796	796	3,979
Jul	7,162							597	597	597	597	2,387
Aug	16,712								1,393	1,393	1,393	4,178
Sep	16,712									1,393	1,393	2,785
Oct	21,487										1,791	1,791
Total	150,408	597	1,194	2,984	5,571	6,565	7,361	7,958	9,351	10,743	12,534	64,858
Proposed Distribution Rate		597	1,791	4,775	10,345	16,911	24,272	32,230	41,581	52,324	64,858	
Lost Revenue											$ 0.1555	
											$ 10,085	
Total Lost Revenue											$ 19,173	

DE 14-216 (2017 Continuation Filing)
Lost Revenues for 2017 Core EE Programs
Summary of SBC/LDAC Rates

Schedule JJC-2

	Electric Utilities					
	Amount (Incl. Interest)		Forecasted Delivery Sales		LBR Rate/kWh	Ref. From Core Filing
SBC-LBR						
Liberty	$	59,447	946,620,592	$	0.00006	Bates 130
NHEC		n/a	762,388,000		n/a	Bates 165
Eversource	$	605,000	8,027,604,000	$	0.00008	Bates 170
Unitil	$	101,635	1,192,909,468	$	0.00009	Bates 179
SBC-EE (Excl. LBR)						
	Incl Carryover/Int					
Liberty	$	1,878,592	946,620,592	$	0.00198	Bates 128
NHEC	$	1,510,000	$ 762,388,000	$	0.00198	Bates 165
Eversource	$	15,901,000	8,027,604,000	$	0.00198	Bates 168
Unitil	$	2,361,961	1,192,909,468	$	0.00198	Bates 177

	Gas Utilities					
	LBR Amount (Incl. Interest)		Forecasted Therm Sales		LBR Rate/kWh	Ref. From Core Filing
LDAC-LRAM						
Liberty (Energy North Nat. Gas)						
Residential	$	84,362	53,437,615	$	0.0016	Bates 149/158/164
C&I	$	87,511	98,576,602	$	0.0009	Bates 149/158/164
Unitil (Northern)						
Residential	$	8,990	14,477,308	$	0.0006	Bates 207
C&I	$	10,026	43,963,847	$	0.0002	Bates 207
LDAC-EE (Excl. LBR)						
Liberty (Energy North Nat. Gas)						
Residential	$	2,639,140	65,650,248	$	0.0402	Bates 164 /CGA 121
C&I	$	2,655,571	121,258,966	$	0.0219	Bates 164/CGA 122
Unitil (Northern)						
Residential	$	603,000	18,202,060	$	0.0331	Bates 197/229/CGA 296 of 324
C&I	$	772,964	54,439,279	$	0.0142	Bates 197/229/CGA 296 of 324

DE 14-216 (2017 Continuation Filing)
PI Before and After LBR

Schedule JJC-3
Page 1 of 3

	Electric Utilities (1)			Gas Utilities			Total		
	Before LBR	After LBR	Reduction	Before LBR	After LBR	Reduction	Before LBR	After LBR	Reduction
Residential:									
Budget	$ 948,670	$ 695,691	$ (252,979)	$ 292,928	$ 201,388	$ (91,540)	$ 1,241,598	$ 897,079	$ (344,519)
Cap	$ 1,261,894	$ 867,552	$ (394,342)	$ 439,392	$ 251,735	$ (187,657)	$ 1,701,285	$ 1,119,287	$ (581,999)
C&I:									
Budget	$ 1,127,133	$ 826,559	$ (300,574)	$ 293,624	$ 201,866	$ (91,757)	$ 1,420,757	$ 1,028,426	$ (392,331)
Cap	$ 1,502,844	$ 1,033,199	$ (469,645)	$ 440,436	$ 252,333	$ (188,103)	$ 1,943,280	$ 1,285,532	$ (657,748)
Total:									
Budget	$ 2,075,803	$ 1,522,251	$ (553,552)	$ 586,552	$ 403,254	$ (183,297)	$ 2,662,355	$ 1,925,505	$ (736,850)
Cap	$ 2,764,738	$ 1,900,751	$ (863,987)	$ 879,827	$ 504,068	$ (375,760)	$ 3,644,565	$ 2,404,819	$ (1,239,746)

(1) Assumes Electric Utilities achieve 55% or greater percenage of electric kWh lifetime savings as a percentage of total electric and fossil lifetime savings.

		Electric Utilities (at or above 55% Electric Savings)					Gas Utilities			Grand
		Liberty	NHEC	Eversource	Unitil	Total	Energy North	Northern	Total	Total
Residential:										
Proposed EE Spending, Year 2017		$ 946,314	$ 1,016,776	$ 9,291,146	$ 1,394,700	$ 12,648,936	$ 2,913,120	$ 748,478	$ 3,661,598	
Proposed PI Percentage at Budget Level	(1)	7.50%	7.50%	7.50%	7.50%	7.50%	8.00%	8.00%	8.00%	
Proposed PI Amount at Budget Level		$ 70,974	$ 76,258	$ 696,836	$ 104,603	$ 948,670	$ 233,050	$ 59,878	$ 292,928	$ 1,241,598
Proposed EE Spending, Year 2017		$ 916,314	$ 1,016,776	$ 9,291,146	$ 1,394,700	$ 12,618,936	$ 2,913,120	$ 748,478	$ 3,661,598	
Proposed Cap Percent	(1)	10.00%	10.00%	10.00%	10.00%	10.00%	12.00%	12.00%	12.00%	
Proposed Cap Amount		$ 91,631	$ 101,678	$ 929,115	$ 139,470	$ 1,261,894	$ 349,574	$ 89,817	$ 439,392	$ 1,701,285
C&I:										
Proposed EE Spending, Year 2017		$ 1,371,690	$ 672,347	$ 10,953,109	$ 2,031,293	$ 15,028,439	$ 3,000,600	$ 669,697	$ 3,670,297	
Proposed PI Percentage at Budget Level	(1)	7.50%	7.50%	7.50%	7.50%	7.50%	8.00%	8.00%	8.00%	
Proposed PI Cap Amount		$ 102,877	$ 50,426	$ 821,483	$ 152,347	$ 1,127,133	$ 240,048	$ 53,576	$ 293,624	$ 1,420,757
Proposed EE Spending, Year 2017		$ 1,371,690	$ 672,347	$ 10,953,109	$ 2,031,293	$ 15,028,439	$ 3,000,600	$ 1,418,175	$ 3,670,297	
Proposed PI Cap Percentage	(1)	10.00%	10.00%	10.00%	10.00%	10.00%	12.00%	12.00%	12.00%	
Proposed PI Cap Amount		$ 137,169	$ 67,235	$ 1,095,311	$ 203,129	$ 1,502,844	$ 360,072	$ 170,181	$ 440,436	$ 1,943,280
Total Spending		$ 2,318,004	$ 1,689,123	$ 20,244,255	$ 3,425,993	$ 27,677,375	$ 5,913,720	$ 1,418,175	$ 7,331,895	
Total PI Amount at Budget Level		$ 173,850	$ 126,684	$ 1,518,319	$ 256,949	$ 2,075,803	$ 473,098	$ 113,454	$ 586,552	$ 2,662,355
Total PI Cap Amount		$ 228,800	$ 168,912	$ 2,024,426	$ 342,599	$ 2,764,738	$ 709,646	$ 259,998	$ 879,827	$ 3,644,565

(1) Ref.: Docket No. DE 12-262, Order No. 25,569, Sep. 6, 2014. Prior to LBR, electric PI budgets and caps were calculated separately by "savings" and "cost-effective" comp. (3.75% and 3.75% ea.)
Prior to LBR implementation, these Gas Utility PI percentages were calculated at the sector level (i.e., overall 7.5% for Residenatial and C&I sectors) not the "component" level.

	Electric Utilities (at or above 55% Electric Savings) (1)					Gas Utilities			Grand
	Liberty	NHEC	Eversource	Unitil	Total	Energy North	Northern	Total	Total
Residential:									
Proposed EE Spending, Year 2017	$ 946,314	$ 1,016,776	$ 9,291,146	$ 1,394,700	$ 12,648,936	$ 2,913,120	$ 748,478	$ 3,661,598	$ 16,310,534
Proposed PI Percentage at Budget Level	5.50%	5.50%	5.50%	5.50%	5.50%	5.50%	5.50%	5.50%	5.50%
Proposed PI Amount at Budget Level	$ 52,047	$ 55,923	$ 511,013	$ 76,709	$ 695,691	$ 160,222	$ 41,166	$ 201,388	$ 897,079
Proposed EE Spending, Year 2017	$ 916,314	$ 1,016,776	$ 9,291,146	$ 1,394,700	$ 12,618,936	$ 2,913,120	$ 748,478	$ 3,661,598	$ 16,280,534
Proposed Cap Percent	6.8750%	6.8750%	6.8750%	6.8750%	6.8750%	6.8750%	6.8750%	6.8750%	6.8750%
Proposed Cap Amount	$ 62,997	$ 69,903	$ 638,766	$ 95,886	$ 867,552	$ 200,277	$ 51,458	$ 251,735	$ 1,119,287
C&I:									
Proposed EE Spending, Year 2017	$ 1,371,600	$ 672,347	$ 10,953,109	$ 2,031,293	$ 15,028,349	$ 3,000,600	$ 669,697	$ 3,670,297	$ 18,698,646
Proposed PI Percentage at Budget Level	5.50%	5.50%	5.50%	5.50%	5.50%	5.50%	5.50%	5.50%	5.50%
Proposed PI Cap Amount	$ 75,438	$ 36,979	$ 602,421	$ 111,721	$ 826,559	$ 165,033	$ 36,833	$ 201,866	$ 1,028,426
Proposed EE Spending, Year 2017	$ 1,371,600	$ 672,347	$ 10,953,109	$ 2,031,293	$ 15,028,349	$ 3,000,600	$ 669,697	$ 3,670,297	$ 18,698,646
Proposed PI Cap Percentage	6.8750%	6.8750%	6.8750%	6.8750%	6.8750%	6.8750%	6.8750%	6.8750%	6.8750%
Proposed PI Cap Amount	$ 94,298	$ 46,224	$ 753,026	$ 139,651	$ 1,033,199	$ 206,291	$ 46,042	$ 252,333	$ 1,285,532
Total PI Amount at Budget Level	$ 127,485	$ 92,902	$ 1,113,434	$ 188,430	$ 1,522,251	$ 325,255	$ 78,000	$ 403,254	$ 1,925,505
Total PI Cap Amount	$ 157,294	$ 116,127	$ 1,391,793	$ 235,537	$ 1,900,751	$ 406,568	$ 97,500	$ 504,068	$ 2,404,819

(1) These amounts assume Electric Utilities achieve 55 percent or greater lifetime kWh savings, as a percentage of total lifetime kWh and fossil savings.
The amounts would be lower if the Electric Utilities did not achieve 55 percent or greater lifetime kWh savings, as a percentagage of total lifetime kWh & fossil savings:

		Greater than/Equal to 55%		Less than 55% (i.e., 80%)	
		Before LBR	After LBR	Before LBR	After LBR
Baseline PI Percent	Res	7.500%	5.5000%	6.000%	4.4000%
	C&I	7.500%	5.5000%	6.000%	4.4000%
PI Cap	Res	10.000%	6.8750%	8.000%	5.5000%
	C&I	10.000%	6.8750%	8.000%	5.5000%