



June 26, 2017

**VIA USPS AND ELECTRONIC MAIL**

Debra A. Howland  
Executive Director and Secretary  
New Hampshire Public Utilities Commission  
21 S. Fruit St, Suite 10  
Concord, N.H. 03301-2429



**Re: Unitil Energy Systems, Inc.  
Petition for Approval of Default Service Solicitation and  
Proposed Default Service Tariffs: Docket No. DE 17-038  
Quarterly Customer Migration Report**

Dear Secretary Howland:

On behalf of Unitil Energy Systems, Inc. ("UES"), enclosed please find an original and six (6) copies of UES' Quarterly Customer Migration Report. The Customer Migration Report shows monthly retail sales and customer counts supplied by competitive generation, total retail sales and customer counts (the sum of default service and competitive generation) and the percentage of sales and customers supplied by competitive generation. The report provides a rolling 13-month history which covers the period from May 2016 through May 2017.

Please feel free to contact me if you have any questions regarding this matter.

Sincerely,

A handwritten signature in black ink that reads "Lisa S. Glover".

Lisa S. Glover  
Energy Analyst

Enclosures

cc: Gary Epler, Esq.  
Suzanne Amidon, Esq., PUC (via email)  
Al-Azad Iqbal, PUC (via email)  
Donald Kreis, Consumer Advocate (via email)

Unitil Energy Systems, Inc.  
Customer Migration Report

RETAIL SALES (kWh) by CUSTOMER CLASS  
Competitive Generation Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
May-16	4,765,469	13,561,274	24,764,374	273,162	43,364,279
Jun-16	5,443,063	15,876,442	27,818,278	338,602	49,476,385
Jul-16	6,709,837	17,180,425	29,143,887	313,074	53,347,223
Aug-16	8,014,229	19,120,506	30,784,317	334,509	58,253,560
Sep-16	6,021,097	16,431,719	27,703,281	299,137	50,455,233
Oct-16	4,692,356	14,253,256	25,183,599	273,818	44,403,029
Nov-16	4,938,337	13,894,587	23,775,081	293,700	42,901,704
Dec-16	6,244,462	14,445,655	24,345,052	304,800	45,339,969
Jan-17	7,464,368	15,851,747	24,693,764	325,330	48,335,210
Feb-17	6,314,223	14,475,962	24,510,338	279,154	45,579,677
Mar-17	5,836,217	14,046,833	25,639,621	283,201	45,805,873
Apr-17	5,481,269	13,982,780	24,606,245	291,164	44,361,458
May-17	4,625,852	13,251,440	24,400,891	285,843	42,564,026

RETAIL SALES (kWh) by CUSTOMER CLASS  
Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
May-16	31,041,277	24,895,879	27,368,674	636,805	83,942,635
Jun-16	36,048,775	28,697,598	30,747,800	719,942	96,214,114
Jul-16	45,249,395	32,227,222	32,732,952	692,676	110,902,245
Aug-16	55,811,821	36,503,032	35,598,590	723,439	128,636,882
Sep-16	42,761,441	30,862,070	31,702,613	658,793	105,984,917
Oct-16	32,960,390	25,960,281	27,982,369	630,564	87,533,603
Nov-16	33,790,725	25,100,638	26,593,634	644,391	86,129,387
Dec-16	40,974,003	26,698,792	27,126,203	660,124	95,459,123
Jan-17	48,878,735	30,518,227	27,777,988	693,591	107,868,541
Feb-17	41,888,197	27,806,421	27,435,574	647,019	97,777,211
Mar-17	39,758,378	27,252,241	27,034,182	649,766	94,694,567
Apr-17	37,196,358	26,729,137	26,958,211	658,341	91,542,047
May-17	31,949,810	25,105,196	27,287,795	657,582	85,000,383

RETAIL SALES (kWh) by CUSTOMER CLASS  
Competitive Generation Sales as a Percentage of Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
May-16	15.4%	54.5%	90.5%	42.9%	51.7%
Jun-16	15.1%	55.3%	90.5%	47.0%	51.4%
Jul-16	14.8%	53.3%	89.0%	45.2%	48.1%
Aug-16	14.4%	52.4%	86.5%	46.2%	45.3%
Sep-16	14.1%	53.2%	87.4%	45.4%	47.6%
Oct-16	14.2%	54.9%	90.0%	43.4%	50.7%
Nov-16	14.6%	55.4%	89.4%	45.6%	49.8%
Dec-16	15.2%	54.1%	89.7%	46.2%	47.5%
Jan-17	15.3%	51.9%	88.9%	46.9%	44.8%
Feb-17	15.1%	52.1%	89.3%	43.1%	46.6%
Mar-17	14.7%	51.5%	94.8%	43.6%	48.4%
Apr-17	14.7%	52.3%	91.3%	44.2%	48.5%
May-17	14.5%	52.8%	89.4%	43.5%	50.1%

Unitil Energy Systems, Inc.  
Customer Migration Report

CUSTOMER COUNT by CLASS  
Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
May-16	8,351	3,012	130	368	11,861
Jun-16	8,285	3,025	130	371	11,811
Jul-16	8,202	3,024	130	368	11,724
Aug-16	8,220	3,029	129	371	11,749
Sep-16	8,110	3,025	129	371	11,635
Oct-16	8,184	3,021	127	367	11,699
Nov-16	8,738	3,023	126	360	12,247
Dec-16	8,844	2,998	125	356	12,323
Jan-17	8,738	2,989	125	350	12,202
Feb-17	8,574	2,975	126	351	12,026
Mar-17	8,840	2,955	126	360	12,281
Apr-17	8,799	2,945	126	369	12,239
May-17	8,791	2,935	125	366	12,217

CUSTOMER COUNT by CLASS  
Total Customers

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
May-16	65,841	11,078	163	1,694	78,776
Jun-16	65,923	11,080	162	1,694	78,859
Jul-16	66,034	11,079	161	1,696	78,970
Aug-16	66,106	11,082	160	1,684	79,032
Sep-16	66,068	11,064	160	1,682	78,974
Oct-16	65,918	11,029	160	1,683	78,790
Nov-16	65,832	11,019	158	1,683	78,692
Dec-16	65,896	11,023	156	1,685	78,760
Jan-17	65,903	11,022	158	1,683	78,766
Feb-17	66,109	11,038	161	1,682	78,990
Mar-17	66,158	11,036	161	1,686	79,041
Apr-17	66,381	11,061	161	1,699	79,302
May-17	66,646	11,082	160	1,701	79,589

CUSTOMER COUNT by CLASS  
Percentage of Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
May-16	12.7%	27.2%	79.8%	21.7%	15.1%
Jun-16	12.6%	27.3%	80.2%	21.9%	15.0%
Jul-16	12.4%	27.3%	80.7%	21.7%	14.8%
Aug-16	12.4%	27.3%	80.6%	22.0%	14.9%
Sep-16	12.3%	27.3%	80.6%	22.1%	14.7%
Oct-16	12.4%	27.4%	79.4%	21.8%	14.8%
Nov-16	13.3%	27.4%	79.7%	21.4%	15.6%
Dec-16	13.4%	27.2%	80.1%	21.1%	15.6%
Jan-17	13.3%	27.1%	79.1%	20.8%	15.5%
Feb-17	13.0%	27.0%	78.3%	20.9%	15.2%
Mar-17	13.4%	26.8%	78.3%	21.4%	15.5%
Apr-17	13.3%	26.6%	78.3%	21.7%	15.4%
May-17	13.2%	26.5%	78.1%	21.5%	15.4%