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February 28, 2020

Debra A. Howland
Executive Director
State of New Hampshire
Public Utilities Commission
21 S. Fruit Street, Suite 10
Concord, New Hampshire 03301-2429

RE: DE 17-136 - NHSaves Energy Efficiency Programs Fourth Quarter 2019 Report

Dear Director Howland:

Enclosed for filing with the Commission are four copies of the Fourth Quarter 2019 Report for the NHSaves Energy Efficiency Programs containing results for all the electric and natural gas utilities. Eversource is filing four copies consistent with the ruling of the Commission in Order No. 25,462 dated February 1, 2013.

A copy of this report was made available electronically to the Commission and all parties on the service list on February 28, 2020.

Very truly yours,



Tomas S. Fuller
Analyst
Regulatory, Planning and Evaluation
Energy Efficiency

Enclosures
cc: Service List



New Hampshire Statewide Energy Efficiency Programs

4th Quarter Report
January 2019 – December 2019

Docket DE 17-136

February 28, 2020



**4th Quarter Report
January 2019 - December 2019**

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Highlights

Description	Program Expenses ¹		kWh Savings				MMBtu Savings				Participants	
	Actual	% of Budget	Annual	Annual: % of Goal	Lifetime	Life: % of Goal	Annual	Annual: % of Goal	Lifetime	Life: % of Goal	Count	% of Goal
Electric Utilities												
Statewide Programs												
Municipal Program	\$ 1,950,885	98%	4,539,141	102%	59,682,111	96%	9,447	238%	157,398	263%	185	168%
All Other Statewide Program	\$ 42,184,599	103%	106,953,616	114%	1,284,152,146	108%	68,094	79%	1,493,533	83%	318,161	111%
Sub-total	\$ 44,135,484	103%	111,492,757	119%	1,343,834,257	107%	77,541	86%	1,650,931	89%	318,346	111%
Company Specific Programs ²	\$ 2,950,613	65%	11,606,394	99%	64,281,266	89%	-	-	-	-	117,578	112%
Total Electric	\$ 47,086,097	99%	123,099,151	114%	1,408,115,523	106%	77,541	86%	1,650,931	89%	435,924	111%
Gas Utilities												
Statewide Programs	\$ 9,705,840	103%	805,172		10,783,591		192,359	117%	3,008,946	107%	7,075	158%
Company Specific Programs ²	\$ 389,753	141%	-		-		16,345	221%	51,982	190%	48,900	99%
Total Gas	\$ 10,095,593	104%	805,172		10,783,591		208,704	122%	3,060,928	108%	55,975	103%
Grand Total	\$ 57,181,691	99%	123,904,323	114%	1,418,899,114	107%	286,245	109%	4,711,859	100%	491,899	102%

Notes:

(1) Program expenses shown in this report exclude the performance incentive (PI), which can vary by program and accomplishment thresholds. The planned budget for PI is 5.5% of actual program expenditures. The actual PI for each utility is calculated to reflect the utilities' final accomplishments and is filed with the Commission by June 1st of each year for the preceding program year.

(2) Company-specific includes company-specific programs, education, forward capacity market and loan program implementation expenses.

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Highlights
Statewide Programs ¹

Description	Program Expenses		kWh Savings			MMBtu Savings			Participants	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
Electric Utilities										
Residential										
Home Energy Assistance	\$ 9,546,714	117%	1,762,345	19,027,567	127%	18,796	415,225	71%	1,986	178%
ENERGY STAR Homes	\$ 1,881,752	70%	1,294,690	27,847,889	87%	18,186	449,565	139%	539	55%
NH Home Performance w/Energy Star	\$ 4,249,165	79%	1,083,911	19,279,552	134%	28,512	601,249	72%	1,542	108%
ENERGY STAR Products	\$ 5,678,221	113%	22,437,674	152,727,604	158%	1,414	16,814	33%	310,628	111%
Sub-total	\$ 21,355,851	100%	26,578,620	218,882,612	138%	66,907	1,482,853	83%	314,695	111%
Commercial & Industrial										
Large Business Energy Solutions	\$ 11,895,060	97%	51,401,480	678,817,238	89%	1,187	10,680	-	948	122%
Small Business Energy Solutions	\$ 8,933,688	120%	28,973,515	386,452,296	140%	-	-	-	2,518	247%
Municipal Program	\$ 1,950,885	98%	4,539,141	59,682,111	96%	9,447	157,398	263%	185	168%
Sub-total	\$ 22,779,633	105%	84,914,136	1,124,951,645	103%	10,634	168,078	281%	3,651	191%
Total Electric	\$ 44,135,484	103%	111,492,757	1,343,834,257	107%	77,541	1,650,931	89%	318,346	111%
Gas Utilities										
Residential										
Home Energy Assistance	\$ 1,944,500	115%	97,750	1,564,586		10,208	197,393	101%	467	152%
ENERGY STAR Homes	\$ 589,269	96%	169,766	3,285,276		5,770	134,768	135%	173	106%
NH Home Performance w/Energy Star	\$ 1,089,174	88%	209,023	1,613,893		12,989	238,345	103%	692	87%
ENERGY STAR Products	\$ 1,309,643	106%	78,635	1,274,620		26,184	429,767	159%	4,153	211%
Sub-total	\$ 4,932,586	103%	555,174	7,738,375		55,151	1,000,273	126%	5,485	170%
Commercial & Industrial										
Large Business Energy Solutions	\$ 2,749,882	94%	190,846	1,932,313		98,598	1,343,950	97%	85	51%
Small Business Energy Solutions	\$ 2,023,372	116%	59,152	1,112,903		38,611	664,723	48%	1,505	138%
Sub-total	\$ 4,773,255	102%	249,998	3,045,216		137,208	2,008,673	100%	1,590	127%
Total Gas	\$ 9,705,840	103%	805,172	10,783,591		192,359	3,008,946	107%	7,075	158%
Grand Total	\$ 53,841,325	103%	112,297,929	1,354,617,847	108%	269,900	4,659,877	100%	325,421	112%

Notes:

(1) Amounts shown above pertain only to the Statewide programs. The amounts pertaining to the Company-Specific programs are shown on page 3.

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Highlights
Company-Specific Programs ¹

Description	Program Expenses		kWh Savings			MMBtu Savings			Participants	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
Electric Utilities										
Residential										
Home Energy Reports	\$ 1,020,942	89%	7,980,562	22,079,554	107%	-	-	-	117,568	82%
Customer Engagement Platform	\$ 193,117	91%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses ²	\$ 43,947	51%	-	-	-	-	-	-	-	-
Sub-total	\$ 1,258,007	87%	7,980,562	22,079,554	136%	-	-	-	117,568	82%
Commercial & Industrial										
Smart Start	\$ 24,501	43%	-	-	-	-	-	-	2	-
C&I Customer Partnerships	\$ 17,216	68%	-	-	-	-	-	-	-	-
C&I RFP Program	\$ 528,249	44%	3,625,832	42,201,712	81%	-	-	-	8	18%
Education	\$ 367,450	59%	-	-	-	-	-	-	-	-
Customer Engagement Platform	\$ 289,859	91%	-	-	-	-	-	-	-	-
Large Business DR Initiative	\$ 385,992	154%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses ²	\$ 79,339	41%	-	-	-	-	-	-	-	-
Sub-total	\$ 1,692,606	64%	3,625,832	42,201,712	81%	-	-	-	10	18%
Total Residential and C&I	\$ 2,950,613	77%	11,606,394	64,281,266	94%	-	-	-	117,578	82%
Gas Utilities										
Residential										
Home Energy Reports ³	\$ 344,414	98%	-	-	-	16,345	51,982	135%	48,900	99%
Education	\$ -	-	-	-	-	-	-	-	-	-
Sub-total	\$ 344,414	98%	-	-	-	16,345	51,982	135%	48,900	99%
Commercial & Industrial										
Education	\$ 45,339	45%	-	-	-	-	-	-	-	-
Sub-total	\$ 45,339	45%	-	-	-	-	-	-	-	-
Total Residential and C&I	\$ 389,753	90%	-	-	-	16,345	51,982	135%	48,900	99%
Grand Total	\$ 3,340,366	78%	11,606,394	64,281,266	94%	16,345	51,982	135%	166,478	87%

Notes:

- (1) Amounts shown above pertain only to the Company-Specific programs. The amounts pertaining to the Statewide programs are shown on page 2.
Company-specific includes company-specific programs, education, forward capacity market and loan program implementation expenses.
- (2) Amounts shown are expenses related to the electric utilities' participation in ISO-NE's Forward Capacity Market. Revenues received from ISO-NE are reported on page 18.
- (3) Unital's gas and electric HER offering was launched in the fall of 2018. Annualized savings values are still being developed by the Company and by its vendor and will be updated for the Company's annual report filing.

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Highlights
Home Energy Assistance Program ¹

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expense: Budget ² (Utility Program) Actual Percent	\$ 690,348 \$ 701,421 102%	\$ 499,416 \$ 529,830 106%	\$ 6,015,107 \$ 7,295,396 121%	\$ 980,094 \$ 1,020,067 104%	\$ 8,184,964 \$ 9,546,714 117%	\$ 1,310,342 \$ 1,557,664 119%	\$ 374,026 \$ 386,836 103%	\$ 1,684,368 \$ 1,944,500 115%	\$ 9,869,332 \$ 11,491,214 116%
Program Incentives: Budget ³ (Utility Program) Actual ⁴ Percent	\$ 514,309 \$ 448,076 87%	\$ 383,053 \$ 322,924 84%	\$ 5,218,493 \$ 4,975,630 95%	\$ 768,968 \$ 811,323 106%	\$ 6,884,823 \$ 6,557,953 95%	\$ 1,061,377 \$ 958,391 90%	\$ 283,498 \$ 325,878 115%	\$ 1,344,875 \$ 1,284,269 95%	\$ 8,229,698 \$ 7,842,222 95%
Participants Served: Goal Actual ⁵ Percent	72 168 234%	63 57 90%	865 1,220 141%	115 241 210%	1,115 1,686 151%	245 374 153%	62 93 150%	307 467 152%	1,422 2,153 151%
Collaboration: Actual Collaborated Funds ⁶ Total Actual Expenses (Utility + Collaboration) % of Total Actual Expenses	\$ 8,446 \$ 456,521 2%	\$ 72,073 \$ 394,997 18%	\$ 2,223,710 \$ 7,199,340 31%	\$ 163,748 \$ 975,071 17%	\$ 2,467,977 \$ 9,025,930 27%	\$ 103,896 \$ 1,062,287 10%	\$ 27,247 \$ 353,125 8%	\$ 131,143 \$ 1,415,412 9%	\$ 2,599,120 \$ 10,441,342 25%
Collaborated Units % of Total Participants Served	9 5%	36 63%	626 51%	34 14%	705 42%	95 25%	6 6%	101 22%	806 37%
Heating Systems: Actual Incentives % of HEA Utility Total Budget	\$ 91,568 13%	\$ 102,947 21%	\$ 990,732 16%	\$ 157,137 16%	\$ 1,342,384 16%	\$ 330,762 25%	\$ 9,300 2%	\$ 340,062 20%	\$ 1,682,446 17%
Dwelling Mix:									
Single Family	14	57	427	43	541	173	5	178	719
Multi-Family	153		793	452	1398	200	88	288	1686
Total	167	57	1220	495	1939	373	93	466	2,405

Notes:

- (1) Program savings results are shown on page 8.
- (2) Program budget and actual numbers are based on total expenditures.
- (3) Reflects Program "Rebates/Services" only.
- (4) Program incentives are based on the HEA tracking system and do not include items not billed in the tracking system, such as heating system incentives and quality assurance costs.
- (5) Number of Participants served by county are as follows:

	Belknap	Carroll*	Cheshire	Coos*	Grafton*	Hillsborough	Merrimack	Rockingham	Strafford	Sullivan*	Total
Electric	74	21	105	52	59	187	150	86	166	26	926
Gas	38					142	9	49	42		280
Total											1,206

* County is not served by a gas utility

- (6) Collaborated funds may include funding from numerous sources including the Department of Energy, town assistance, Community Development Block grants and also from other utilities. For example, if Eversource and Liberty Utilities-Gas worked on a joint project, Eversource includes the incentives from Liberty-Gas as part of its collaboration funds and Liberty-Gas includes incentives from Eversource as collaboration funds.

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Highlights
CO₂ Emissions Reductions

Description	Units	CO2 Emission Factors In lbs Per Unit ¹	CO2 Emission Factors In Metric Tons Per Unit	Electric Utilities			Gas Utilities		Grand Total			
				YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons		YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons	YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons		
					All Programs (All funding sources)	RGGI Funded Portion				All Programs (All funding sources)	RGGI Funded Portion	
Annual												
Electricity ²	MWH	1,087.000	0.4930	123,099	60,684	2,325	805	397	123,904	61,081	2,325	
Natural Gas	MMBtu	117.080	0.0531	13,772	731	37	208,704	11,082	222,476	11,813	37	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	23,485	1,719	137	-	-	23,485	1,719	137	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	2,922	211	21	-	-	2,922	211	21	
Propane	MMBtu	139.178	0.0631	33,656	2,124	530	-	-	33,656	2,124	530	
Wood	MMBtu	-	-	3,705	-	-	-	-	3,705	-	-	
Wood Pellet	-	-	-	-	-	-	-	-	-	-	-	
Other	MMBtu	-	-	-	-	-	-	-	-	-	-	
Total Annual Emissions Reductions					65,470	3,051		11,479		76,949	3,051	
Lifetime												
Electricity ²	MWH	1,087.000	0.4930	1,408,116	694,159	30,373	10,784	5,316	1,418,899	699,475	30,373	
Natural Gas	MMBtu	117.080	0.0531	295,441	15,687	818	3,060,928	162,528	3,356,369	178,215	818	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	490,222	35,880	2,425	-	-	490,222	35,880	2,425	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	63,266	4,577	453	-	-	63,266	4,577	453	
Propane	MMBtu	139.178	0.0631	724,971	45,760	9,015	-	-	724,971	45,760	9,015	
Wood	MMBtu	-	-	77,030	-	-	-	-	77,030	-	-	
Wood Pellet	-	-	-	-	-	-	-	-	-	-	-	
Other	-	-	-	-	-	-	-	-	-	-	-	
Total Lifetime Emissions Reductions					796,063	43,084		167,844		963,907	43,084	

Notes:

- (1) Source of CO2 Emission Factors in lbs/unit for all other fuels:
(2) Source of CO2 Emission Factors in lbs/unit for electricity:

http://www.eia.gov/electricity/annual/html/epa_a_03.html
Based on 2009 Greenhouse Gas Emissions Reduction Fund Grant Guidelines for
CO₂ emission conversion factor for electrically powered equipment.

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Highlights
 Annual Savings by Fuel Type

Program	Electric Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Oil	Natural Gas	LP	Kerosene	Wood	Wood Pellet	Other	Total	
Home Energy Assistance	6,299	6,939	1,879	2,792	887	-	-	18,796	1,762,345
ENERGY STAR Homes	265	1,123	16,781	-	18	-	-	18,186	1,294,690
NH Home Performance w/Energy Star	14,975	5,067	5,538	130	2,801	-	-	28,511	1,083,911
ENERGY STAR Products	707	643	64	-	-	-	-	1,414	22,437,674
Large Business Energy Solutions	-	-	1,187	-	-	-	-	1,187	51,401,480
Small Business Energy Solutions	-	-	-	-	-	-	-	-	28,973,515
Municipal Program	1,239	-	8,209	-	-	-	-	9,447	4,539,141
Company-Specific Programs	-	-	-	-	-	-	-	-	11,606,394
Total	23,485	13,772	33,656	2,922	3,705	-	-	77,541	123,099,151

Program	Gas Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Oil	Natural Gas	LP	Kerosene	Wood	Wood Pellet	Other	Total	
Home Energy Assistance	-	10,208	-	-	-	-	-	10,208	97,750
ENERGY STAR Homes	-	5,770	-	-	-	-	-	5,770	169,766
NH Home Performance w/Energy Star	-	12,989	-	-	-	-	-	12,989	209,023
ENERGY STAR Products	-	26,184	-	-	-	-	-	26,184	78,635
Large Business Energy Solutions	-	98,598	-	-	-	-	-	98,598	190,846
Small Business Energy Solutions	-	38,611	-	-	-	-	-	38,611	59,152
Municipal Program	-	-	-	-	-	-	-	-	-
Company-Specific Programs	-	16,345	-	-	-	-	-	16,345	-
	-	208,704	-	-	-	-	-	208,704	805,172

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Summary of Results by Utility
Statewide & Company-Specific Programs Combined ¹

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 4,060,868	\$ 2,994,886	\$ 34,644,667	\$ 5,378,785	\$ 47,079,206	\$ 7,707,894	\$ 2,188,606	\$ 9,896,499	\$ 56,975,705
	Actual	\$ 4,027,228	\$ 2,617,819	\$ 35,158,237	\$ 5,282,814	\$ 47,086,097	\$ 7,855,854	\$ 2,239,739	\$ 10,095,593	\$ 57,181,691
	Percent	99%	87%	101%	98%	100%	102%	102%	102%	100%
Program Participation	Goal	26,888	129,582	218,284	54,290	429,044	41,392	12,696	54,088	483,132
	Actual	31,712	52,456	283,244	68,511	435,922	42,984	12,991	55,975	491,897
	Percent	118%	40%	130%	126%	102%	104%	102%	103%	102%
Annual kWh Savings	Goal	9,224,361	5,433,375	85,146,651	9,175,917	108,980,304	313,853	65,766	379,619	109,359,923
	Actual	10,862,994	6,328,150	91,834,749	14,073,259	123,099,151	684,136	121,035	805,172	123,904,323
	Percent	118%	116%	108%	153%	113%				113%
Lifetime kWh Savings	Goal	117,844,688	56,572,854	1,040,045,911	110,570,313	1,325,033,766	3,996,903	810,550	4,807,453	1,329,841,219
	Actual	124,933,346	60,282,241	1,083,035,802	139,864,134	1,408,115,523	8,700,860	2,082,731	10,783,591	1,418,899,114
	Percent	106%	107%	104%	126%	106%				107%
Annual MMBtu Savings	Goal	5,812	7,382	70,073	7,405	90,672	138,080	36,706	174,786	265,458
	Actual	5,690	6,626	60,149	5,075	77,541	159,981	48,723	208,704	286,245
	Percent	98%	90%	86%	69%	86%	116%	133%	119%	108%
Lifetime MMBtu Savings	Goal	126,787	150,579	1,428,716	147,906	1,853,988	2,292,942	548,096	2,841,037	4,695,025
	Actual	124,927	138,520	1,283,547	103,937	1,650,931	2,350,858	710,070	3,060,928	4,711,859
	Percent	99%	92%	90%	70%	89%	103%	130%	108%	100%

(1) Company-specific includes company-specific programs, education, forward capacity market and loan program implementation expenses.

**4th Quarter Report
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**Program Results
Home Energy Assistance (HEA)**

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 690,348	\$ 499,416	\$ 6,015,107	\$ 980,094	\$ 8,184,964	\$ 1,310,342	\$ 374,026	\$ 1,684,368	\$ 9,869,332
	Actual	\$ 701,421	\$ 529,830	\$ 7,295,396	\$ 1,020,067	\$ 9,546,714	\$ 1,557,664	\$ 386,836	\$ 1,944,500	\$ 11,491,214
	Percent	102%	106%	121%	104%	117%	119%	103%	115%	116%
Program Participation	Goal	72	63	865	115	1,115	245	62	307	1,422
	Actual	168	57	1,520	241	1,986	374	93	467	2,453
	Percent	234%	90%	176%	210%	178%	153%	150%	152%	172%
Annual kWh Savings	Goal	173,347	65,570	845,586	85,861	1,170,363	47,539	11,829	59,368	1,229,731
	Actual	228,576	59,578	1,110,202	363,989	1,762,345	93,469	4,282	97,750	1,860,095
	Percent	132%	91%	131%	424%	151%				151%
Lifetime kWh Savings	Goal	1,697,671	766,167	11,398,429	1,148,575	15,010,841	968,234	114,199	1,082,433	16,093,275
	Actual	3,127,789	782,021	12,706,648	2,411,109	19,027,567	1,471,310	93,276	1,564,586	20,592,153
	Percent	184%	102%	111%	210%	127%				128%
Annual MMBtu Savings	Goal	1,998	1,774	21,015	3,103	27,890	7,637	1,947	9,584	37,474
	Actual	599	1,456	15,387	1,354	18,796	6,986	3,222	10,208	29,004
	Percent	30%	82%	73%	44%	67%	91%	165%	107%	77%
Lifetime MMBtu Savings	Goal	45,207	35,336	438,475	62,053	581,070	155,507	39,470	194,976	776,047
	Actual	13,597	31,090	341,650	28,888	415,225	132,709	64,684	197,393	612,618
	Percent	30%	88%	78%	47%	71%	85%	164%	101%	79%

4th Quarter Report
January 2019 - December 2019

Program Results
ENERGY STAR Homes

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 185,138	\$ 246,675	\$ 2,060,103	\$ 205,783	\$ 2,697,699	\$ 421,351	\$ 191,400	\$ 612,751	\$ 3,310,450
	Actual	\$ 180,795	\$ 181,875	\$ 1,259,223	\$ 259,860	\$ 1,881,752	\$ 426,399	\$ 162,869	\$ 589,269	\$ 2,471,020
	Percent	98%	74%	61%	126%	70%	101%	85%	96%	75%
Program Participation	Goal	73	33	840	29	975	121	43	164	1,139
	Actual	40	48	404	47	539	120	53	173	712
	Percent	55%	144%	48%	162%	55%	99%	124%	106%	63%
Annual kWh Savings	Goal	329,428	65,009	989,389	65,093	1,448,919	47,701	5,443	53,144	1,502,063
	Actual	130,469	42,053	1,000,265	121,903	1,294,690	137,216	32,550	169,766	1,464,456
	Percent	40%	65%	101%	187%	89%				97%
Lifetime kWh Savings	Goal	7,935,055	1,479,559	21,530,618	1,216,159	32,161,391	1,192,524	37,535	1,230,059	33,391,450
	Actual	2,908,931	760,805	22,353,131	1,825,022	27,847,889	2,811,011	474,265	3,285,276	31,133,164
	Percent	37%	51%	104%	150%	87%				93%
Annual MMBtu Savings	Goal	1,171	559	11,505	436	13,672	2,577	1,441	4,017	17,689
	Actual	2,621	800	14,345	420	18,186	3,961	1,808	5,770	23,956
	Percent	224%	143%	125%	96%	133%	154%	126%	144%	135%
Lifetime MMBtu Savings	Goal	29,189	13,934	270,551	10,856	324,531	64,419	35,260	99,679	424,210
	Actual	61,017	20,015	358,525	10,007	449,565	98,599	36,170	134,768	584,333
	Percent	209%	144%	133%	92%	139%	153%	103%	135%	138%

4th Quarter Report
January 2019 - December 2019

Program Results
Home Performance With ENERGY STAR (HPwES)

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 355,054	\$ 519,511	\$ 3,808,341	\$ 704,300	\$ 5,387,205	\$ 1,035,751	\$ 204,237	\$ 1,239,988	\$ 6,627,194
	Actual	\$ 314,096	\$ 548,207	\$ 2,869,835	\$ 517,028	\$ 4,249,165	\$ 888,152	\$ 201,021	\$ 1,089,174	\$ 5,338,338
	Percent	88%	106%	75%	73%	79%	86%	98%	88%	81%
Program Participation	Goal	83	169	1,067	113	1,431	692	100	792	2,223
	Actual	62	140	1,211	129	1,542	643	49	692	2,234
	Percent	75%	83%	114%	114%	108%	93%	49%	87%	100%
Annual kWh Savings	Goal	87,790	166,033	587,878	89,008	930,709	177,985	24,354	202,339	1,133,048
	Actual	105,608	125,037	734,803	118,463	1,083,911	192,553	16,470	209,023	1,292,934
	Percent	120%	75%	125%	133%	116%				114%
Lifetime kWh Savings	Goal	1,327,806	2,767,602	8,769,128	1,503,708	14,368,245	1,147,065	279,720	1,426,785	15,795,030
	Actual	1,876,918	2,381,500	12,773,828	2,247,306	19,279,552	1,291,542	322,351	1,613,893	20,893,445
	Percent	141%	86%	146%	149%	134%				132%
Annual MMBtu Savings	Goal	2,452	4,506	31,408	3,291	41,658	10,825	1,655	12,480	54,138
	Actual	2,243	3,625	19,518	3,125	28,512	11,521	1,468	12,989	41,501
	Percent	91%	80%	62%	95%	68%	106%	89%	104%	77%
Lifetime MMBtu Savings	Goal	49,020	94,091	628,921	66,075	838,107	201,357	28,946	230,303	1,068,411
	Actual	46,766	76,826	415,086	62,571	601,249	206,635	31,710	238,345	839,594
	Percent	95%	82%	66%	95%	72%	103%	110%	103%	79%

4th Quarter Report
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Program Results
ENERGY STAR Products

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 301,612	\$ 602,895	\$ 3,502,801	\$ 617,955	\$ 5,025,264	\$ 925,001	\$ 315,236	\$ 1,240,237	\$ 6,265,500
	Actual	\$ 318,393	\$ 527,216	\$ 4,148,857	\$ 683,755	\$ 5,678,221	\$ 919,527	\$ 390,116	\$ 1,309,643	\$ 6,987,864
	Percent	106%	87%	118%	111%	113%	99%	124%	106%	112%
Program Participation	Goal	14,459	129,153	109,066	28,092	280,769	1,470	502	1,972	282,742
	Actual	19,240	52,116	196,221	43,052	310,628	2,340	1,813	4,153	314,781
	Percent	133%	40%	180%	153%	111%	159%	361%	211%	111%
Annual kWh Savings	Goal	987,875	2,244,494	8,177,720	1,840,675	13,250,764	40,628	22,628	63,256	13,314,020
	Actual	1,459,990	3,188,195	14,988,021	2,801,468	22,437,674	38,843	39,792	78,635	22,516,309
	Percent	148%	142%	183%	152%	169%				169%
Lifetime kWh Savings	Goal	6,469,068	13,751,611	64,598,358	12,023,832	96,842,868	689,080	351,880	1,040,960	97,883,828
	Actual	9,600,983	17,964,683	107,608,330	17,553,609	152,727,604	659,932	614,688	1,274,620	154,002,224
	Percent	148%	131%	167%	146%	158%				157%
Annual MMBtu Savings	Goal	132	163	2,709	485	3,489	11,990	4,032	16,022	19,511
	Actual	171	168	898	177	1,414	17,642	8,542	26,184	27,598
	Percent	129%	103%	33%	36%	41%	147%	212%	163%	141%
Lifetime MMBtu Savings	Goal	1,886	2,279	39,246	7,122	50,533	201,701	68,316	270,017	320,550
	Actual	2,444	2,016	9,883	2,471	16,814	285,219	144,548	429,767	446,581
	Percent	130%	88%	25%	35%	33%	141%	212%	159%	139%

**4th Quarter Report
January 2019 - December 2019**

**Program Results
Large Business Energy Solutions**

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 1,231,211	\$ 381,524	\$ 9,277,318	\$ 1,353,124	\$ 12,243,177	\$ 2,300,303	\$ 623,035	\$ 2,923,338	\$ 15,166,515
	Actual	\$ 1,152,082	\$ 226,077	\$ 9,182,961	\$ 1,333,939	\$ 11,895,060	\$ 2,131,801	\$ 618,082	\$ 2,749,882	\$ 14,644,942
	Percent	94%	59%	99%	99%	97%	93%	99%	94%	97%
Program Participation	Goal	101	24	594	59	778	94	72	166	944
	Actual	44	14	866	24	948	72	13	85	1,033
	Percent	43%	58%	146%	41%	122%	77%	18%	51%	109%
Annual kWh Savings	Goal	4,717,156	1,581,542	45,645,047	4,148,221	56,091,966	-	-	-	56,091,966
	Actual	4,773,666	1,395,185	40,263,516	4,969,113	51,401,480	191,888	(1,042)	190,846	51,592,326
	Percent	101%	88%	88%	120%	92%				92%
Lifetime kWh Savings	Goal	67,850,378	20,560,046	614,073,184	56,285,881	758,769,489	-	-	-	758,769,489
	Actual	64,685,173	18,205,799	530,932,780	64,993,486	678,817,238	1,936,436	(4,123)	1,932,313	680,749,551
	Percent	95%	89%	86%	115%	89%				90%
Annual MMBtu Savings	Goal	-	-	-	-	-	65,863	16,150	82,013	82,013
	Actual	-	-	1,187	-	1,187	78,854	19,744	98,598	99,784
	Percent	-	-	-	-	-	120%	122%	120%	122%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	1,155,640	236,974	1,392,613	1,392,613
	Actual	-	-	10,680	-	10,680	1,062,430	281,520	1,343,950	1,354,630
	Percent	-	-	-	-	-	92%	119%	97%	97%

4th Quarter Report
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Program Results
Small Business Energy Solutions

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 877,784	\$ 499,967	\$ 5,056,171	\$ 1,008,203	\$ 7,442,125	\$ 1,361,981	\$ 380,546	\$ 1,742,527	\$ 9,184,652
	Actual	\$ 966,238	\$ 336,500	\$ 6,695,055	\$ 935,895	\$ 8,933,688	\$ 1,624,732	\$ 398,640	\$ 2,023,372	\$ 10,957,060
	Percent	110%	67%	132%	93%	120%	119%	105%	116%	119%
Program Participation	Goal	95	116	753	56	1,020	771	317	1,088	2,108
	Actual	132	62	2,214	110	2,518	1,435	70	1,505	4,023
	Percent	138%	54%	294%	196%	247%	186%	22%	138%	191%
Annual kWh Savings	Goal	1,986,225	1,144,704	15,162,512	2,535,530	20,828,971	-	1,512	1,512	20,830,483
	Actual	2,397,182	1,185,184	22,485,854	2,905,295	28,973,515	30,168	28,984	59,152	29,032,667
	Percent	121%	104%	148%	115%	139%				139%
Lifetime kWh Savings	Goal	26,723,868	15,089,568	200,792,559	32,911,026	275,517,021	-	27,216	27,216	275,544,237
	Actual	31,682,269	15,740,681	300,401,098	38,628,248	386,452,296	530,629	582,274	1,112,903	387,565,199
	Percent	119%	104%	150%	117%	140%				141%
Annual MMBtu Savings	Goal	-	-	-	-	-	31,804	8,229	40,033	40,033
	Actual	-	-	-	-	-	30,133	8,478	38,611	38,611
	Percent	-	-	-	-	-	95%	103%	96%	96%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	486,962	130,384	617,346	617,346
	Actual	-	-	-	-	-	528,263	136,460	664,723	664,723
	Percent	-	-	-	-	-	108%	105%	108%	108%

**4th Quarter Report
January 2019 - December 2019**

**Program Results
Municipal Program**

Description		Electric Utilities				Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	
Program Expenses	Budget	\$ 167,048	\$ 159,404	\$ 1,453,179	\$ 220,642	\$ 2,000,273
	Actual	\$ 167,008	\$ 239,398	\$ 1,280,296	\$ 264,183	\$ 1,950,885
	Percent	100%	150%	88%	120%	98%
Program Participation	Goal	5	24	55	26	110
	Actual	26	19	132	8	185
	Percent	488%	79%	240%	31%	168%
Annual kWh Savings	Goal	274,540	166,023	3,599,498	411,529	4,451,591
	Actual	557,503	332,918	3,205,693	443,027	4,539,141
	Percent	203%	201%	89%	108%	102%
Lifetime kWh Savings	Goal	3,849,842	2,158,302	50,768,525	5,481,132	62,257,801
	Actual	7,542,284	4,446,752	41,933,721	5,759,354	59,682,111
	Percent	196%	206%	83%	105%	96%
Annual MMBtu Savings	Goal	59	380	3,435	90	3,964
	Actual	56	577	8,815	-	9,447
	Percent	94%	152%	257%	0%	238%
Lifetime MMBtu Savings	Goal	1,485	4,939	51,523	1,800	59,746
	Actual	1,104	8,572	147,722	-	157,398
	Percent	74%	174%	287%	0%	263%

4th Quarter Report
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Company-Specific Programs
Liberty Utilities, Unutil and the New Hampshire Electric Cooperative

Description		Liberty Utilities	Liberty Utilities	New Hampshire Electric Cooperative	Unutil ¹	Unutil ¹
		Electric	Gas	Electric	Electric	Gas
		Home Energy Reports	Home Energy Reports	Smart Start Program Administration	Home Energy Reports	Home Energy Reports
Program Expenses	Budget	\$ 129,300	\$ 270,764	\$ 5,000	\$ 184,985	\$ 81,756
	Actual	\$ 130,923	\$ 269,738	\$ -	\$ 167,701	\$ 74,676
	Percent	101%	100%	0%	91%	91%
Program Participation	Goal	12,000	38,000	-	25,800	11,600
	Actual	12,000	38,000	2	24,900	10,900
	Percent	100%	100%	-	97%	94%
Annual kWh Savings	Goal	668,000	-	-	917,000	-
	Actual	1,210,000	-	-	2,350,000	-
	Percent	181%	-	-	256%	-
Lifetime kWh Savings	Goal	1,991,000	-	-	2,423,614	-
	Actual	3,509,000	-	-	6,446,000	-
	Percent	176%	-	-	266%	-
Annual MMBtu Savings	Goal	-	7,384	-	-	3,252
	Actual	-	10,884	-	-	5,461
	Percent	-	147%	-	-	168%
Lifetime MMBtu Savings	Goal	-	27,356	-	-	8,746
	Actual	-	37,004	-	-	14,978
	Percent	-	135%	-	-	171%

**4th Quarter Report
 January 2019 - December 2019**

**Program Results
 Company-Specific Programs
 Eversource**

Description		Smart Start	Customer	Home	C&I	C&I	Total
		Program	Engagement	Energy	RFP	Customer	
		Administration	Platform	Reports	Program	Partnerships	
Program Expenses	Budget	\$ 52,000	\$ 529,692	\$ 829,581	\$ 1,195,561	\$ 25,360	\$ 2,632,194
	Actual	\$ 24,501	\$ 482,977	\$ 722,318	\$ 528,249	\$ 17,216	\$ 1,775,261
	Percent	47%	91%	87%	44%	68%	67%
Program Participation	Goal	-	-	105,000	44	-	105,044
	Actual	-	-	80,668	8	-	80,676
	Percent	-	-	77%	18%	-	77%
Annual kWh Savings	Goal	-	-	5,933,600	4,205,420	-	10,139,020
	Actual	-	-	4,420,562	3,625,832	-	8,046,394
	Percent	-	-	75%	86%	-	79%
Lifetime kWh Savings	Goal	-	-	16,274,459	51,840,651	-	68,115,110
	Actual	-	-	12,124,554	42,201,712	-	54,326,266
	Percent	-	-	75%	81%	-	80%

4th Quarter Report
 January 2019 - December 2019

Education Programs

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses									
Budget	\$ 58,373	\$ 60,494	\$ 429,454	\$ 70,209	\$ 618,530	\$ 82,400	\$ 18,370	\$ 100,770	\$ 719,300
Actual*	53,090	16,521	277,472	20,368	367,450	37,840	7,499	45,339	412,788
Percent	91%	27%	65%	29%	59%	46%	41%	45%	57%

Activities

Residential Programs

January 17: Button Up Workshop, Virtual
 February 1: The Home Depot, North Hampton
 February 7: Button Up Workshop, Rochester
 March 20: NHSaves Button Up Workshop, Stratham
 March 25: The Home Depot, North Conway
 March 25: NH Energy Roundtable, Portsmouth
 March 26: Forum: Emerging Energy Needs, Manchester
 March 26: NHSaves Button Up, Keene
 March 27: NH Energy Roundtable, Newport
 March 28: NH Energy Breakfast
 March 28: NH Energy Week Award Ceremony and Reception
 April 16: 2019 Residential Code Workshop Series
 April 23: Residential Code Workshop
 April 30: Residential Code Workshop
 May 4: Souhegan Sustainability Fair
 May 28-Jun 7: BPI Building Analyst Training, Lakes Region Community College
 June 14: White Mountain Oil and Propane Open House
 September 12: NHSaves Button Up Mason
 September 16: Charge Forward EV Relay
 September 21: Nottingham Earth Festival 2019
 September 24: 2019 Energy Code Workshop Series - Residential
 September 24: NHSaves Button Up Claremont
 September 24: NHSaves Button Up Wilton
 October 1: 2019 Energy Code Workshop Series - Residential
 October 5: NHSaves Button Up Manchester
 October 10: 2019 Energy Code Workshop Series - Residential
 October 17: NHSaves Button Up Jaffrey
 October 25: The Home Depot, Nashua
 October 25 NHSaves Button Up Campton
 November 20: Free Home Energy Workshop - Orange
 November 20: Free Home Energy Workshop - Peterborough
 December 4: Free Energy Workshop - Gilmington

Commercial Programs

February 1: Commercial Energy Efficiency Training, Keene State College
 February 13: Commercial Energy Efficiency Training, Portsmouth
 March 1: Commercial Energy Training, Manchester
 March 13: Energy Efficiency for Water and Wastewater Facilities, Claremont
 March 20: Commercial Energy Efficiency Training, Plymouth
 March 18: Energy Efficiency for Water and Wastewater Facilities, Hampton
 April 2: NH Energy Roundtable: Nashua
 April 10: Energy Efficiency for Water and Wastewater Facilities - Waterville
 April 18: Energy Efficiency for Water and Wastewater Facilities - North Conway
 April 24: 2019 Commercial Code Workshop Series
 May 1: New Hampshire Businesses for Social Responsibility 2019 Spring Conference
 May 8: Commercial Code Workshop Series
 October 8: 2019 Energy Code Workshop Series - Commercial
 October 15: 2019 Energy Code Workshop Series - Commercial
 November 13/14: Efficient Heating and Cooling for Commercial Building Managers
 November 19: Energy Efficiency for Restaurants and Hospitality

4th Quarter Report
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Forward Capacity Market (FCM) Proceeds and Expenses

Description	Electric Utilities				Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	
Estimated Annual FCM Proceeds	\$ 606,853	\$ 75,000	\$ 5,834,218	\$ 650,000	\$ 7,166,071
Estimated Annual FCM Expenses	\$ 65,000	\$ 20,000	\$ 160,000	\$ 33,490	\$ 278,490
Actual FCM Proceeds					
Qtr. 1	\$ 197,933	\$ 30,744	\$ 1,831,730	\$ 232,677	\$ 2,293,085
Qtr. 2	201,961	31,576	1,834,669	232,714	2,300,920
Qtr. 3	169,302	39,066	1,409,858	185,029	1,803,255
Qtr. 4	168,959	33,811	1,376,659	188,351	1,767,780
Total	\$ 738,156	\$ 135,197	\$ 6,452,916	\$ 838,772	\$ 8,165,040
Actual FCM Expenses					
Financial Assurance					
Qtr. 1	\$ -	\$ -	\$ -	\$ -	\$ -
Qtr. 2	-	-	5,843	-	5,843
Qtr. 3	-	-	-	-	-
Qtr. 4	-	-	-	-	-
Total	\$ -	\$ -	\$ 5,843	\$ -	\$ 5,843
Other					
Qtr. 1	\$ 6,975	\$ -	\$ 7,216	\$ 3,498	\$ 17,689
Qtr. 2	23,733	11,857	19,438	18,808	73,836
Qtr. 3	3,437	-	6,095	2,531	12,064
Qtr. 4	9,036	-	3,223	1,255	13,515
Total	\$ 43,182	\$ 11,857	\$ 35,972	\$ 26,093	\$ 117,104
Total Financial Assurance & Other	\$ 43,182	\$ 11,857.0	\$ 41,815	\$ 26,093	\$ 122,946
Actual Net FCM Proceeds*	\$ 694,974	\$ 123,340	\$ 6,411,101	\$ 812,679	\$ 8,042,094

* The Statewide Electric Utilities leverage the Forward Capacity Market which provides additional energy efficiency funds to the NH Statewide energy efficiency programs. The FCM proceeds budget and actual FCM proceeds are allocated to the residential and the C&I sectors based on an estimate of each sector's contribution to peak demand reduction (approximately 30% for the Residential sector and 70% for the C&I sector). Initially approved by the Commission in its Order No. 24,930 in DE 08-130 dated January 5, 2009 (2009 Statewide Programs) and in all subsequent Statewide program Orders.

4th Quarter Report
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Expenses By Activity
Residential Programs

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas		
Home Energy Assistance	Internal Admin	\$ 50,253	\$ 34,378	\$ 103,406	\$ 82,231	\$ 270,268	\$ 48,868	\$ 38,222	\$ 87,090	\$ 357,358
	External Admin	-	7,494	-	1,120	8,614	-	1,147	1,147	9,761
	Rebate/Services	565,423	423,481	6,643,780	811,323	8,444,007	1,355,932	325,878	1,681,810	10,125,817
	Implementation Services	42,819	41,073	208,715	65,690	358,297	51,740	1,848	53,588	411,885
	Marketing	11,171	8,336	100,351	30,859	150,717	43,777	6,194	49,971	200,688
	EM&V	31,755	15,067	239,145	28,844	314,811	57,347	13,546	70,893	385,704
	Total	\$ 701,421	\$ 529,830	\$ 7,295,396	\$ 1,020,067	\$ 9,546,714	\$ 1,557,664	\$ 386,836	\$ 1,944,500	\$ 11,491,214
ENERGY STAR Homes	Internal Admin	\$ 8,705	\$ 11,234	\$ 35,415	\$ 17,240	\$ 72,594	\$ 10,008	\$ 19,560	\$ 29,569	\$ 102,162
	External Admin	-	1,799	-	215	2,014	-	587	587	2,601
	Rebate/Services	150,661	125,464	961,151	208,801	1,446,077	369,177	129,555	498,732	1,944,809
	Implementation Services	9,305	35,427	94,463	22,378	161,574	14,140	3,760	17,899	179,473
	Marketing	3,608	3,784	96,178	5,494	109,064	14,243	3,425	17,669	126,733
	EM&V	8,516	4,166	72,016	5,732	90,429	18,831	5,982	24,813	115,243
	Total	\$ 180,795	\$ 181,875	\$ 1,259,223	\$ 259,860	\$ 1,881,752	\$ 426,399	\$ 162,869	\$ 589,269	\$ 2,471,020
HP w/ENERGY STAR	Internal Admin	\$ 26,828	\$ 34,936	\$ 65,469	\$ 59,111	\$ 186,345	\$ 7,071	\$ 20,866	\$ 27,937	\$ 214,282
	External Admin	-	10,513	16	902	11,431	-	627	627	12,058
	Rebate/Services	241,239	407,689	2,233,939	330,142	3,213,010	770,798	160,144	930,942	4,143,952
	Implementation Services	21,122	68,595	199,863	96,031	385,612	24,444	8,195	32,639	418,251
	Marketing	8,574	11,200	208,545	12,190	240,509	39,549	4,483	44,032	284,541
	EM&V	16,332	15,274	162,002	18,650	212,258	46,290	6,706	52,996	265,254
	Total	\$ 314,096	\$ 548,207	\$ 2,869,835	\$ 517,028	\$ 4,249,165	\$ 888,152	\$ 201,021	\$ 1,089,174	\$ 5,338,338
ENERGY STAR Products	Internal Admin	\$ 6,141	\$ 32,848	\$ 60,217	\$ 51,802	\$ 151,008	\$ 37,898	\$ 20,026	\$ 57,924	\$ 208,932
	External Admin	-	4,705	-	659	5,364	-	979	979	6,343
	Rebate/Services	278,041	374,165	3,757,297	556,166	4,965,668	769,368	338,573	1,107,940	6,073,609
	Implementation Services	14,850	93,167	72,219	43,494	223,731	31,228	9,863	41,092	264,822
	Marketing	5,759	10,149	136,676	15,771	168,354	39,692	10,816	50,508	218,862
	EM&V	13,602	12,182	122,449	15,863	164,096	41,341	9,859	51,200	215,296
	Total	\$ 318,393	\$ 527,216	\$ 4,148,857	\$ 683,755	\$ 5,678,221	\$ 919,527	\$ 390,116	\$ 1,309,643	\$ 6,987,864

4th Quarter Report
January 2019 - December 2019

Expenses by Activity
Residential Programs (Continued)

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas		
Other*	Internal Admin	\$ 3,643	\$ 254	\$ 18,729	\$ 5,369	\$ 27,995	\$ 13,190	\$ 599	\$ 13,790	\$ 41,784
	External Admin	8	-	-	4,795	4,803	-	11	11	4,814
	Rebate/Services	117,595	-	821,827	153,533	1,092,955	235,701	67,633	303,334	1,396,289
	Implementation Services	5,229	-	32,431	11,160	48,820	9,375	5,512	14,887	63,707
	Marketing	2,055	-	14,557	-	16,612	3,913	-	3,913	20,525
	EM&V	20,962	3,405	40,417	2,039	66,823	7,559	920	8,479	75,302
	Total	\$ 149,492	\$ 3,659	\$ 927,960	\$ 176,896	\$ 1,258,007	\$ 269,738	\$ 74,676	\$ 344,414	\$ 1,602,421
Total Residential	Internal Admin	\$ 95,569	\$ 113,651	\$ 283,236	\$ 215,753	\$ 708,209	\$ 117,036	\$ 99,273	\$ 216,310	\$ 924,518
	External Admin	8	24,511	16	7,692	32,226	-	3,351	3,351	35,578
	Rebate/Services	1,352,960	1,330,799	14,417,993	2,059,965	19,161,718	3,500,975	1,021,783	4,522,759	23,684,476
	Implementation Services	93,326	238,263	607,691	238,753	1,178,033	130,927	29,179	160,106	1,338,139
	Marketing	31,167	33,468	556,306	64,315	685,255	141,175	24,918	166,093	851,348
	EM&V	91,167	50,094	636,028	71,128	848,417	171,368	37,014	208,382	1,056,799
	Total	\$ 1,664,196	\$ 1,790,786	\$ 16,501,271	\$ 2,657,605	\$ 22,613,858	\$ 4,061,481	\$ 1,215,519	\$ 5,277,000	\$ 27,890,858
Total %	Internal Admin	5.7%	6.3%	1.7%	8.1%	3.1%	2.9%	8.2%	4.1%	3.3%
	External Admin	0.0%	1.4%	0.0%	0.3%	0.1%	0.0%	0.3%	0.1%	0.1%
	Rebate/Services	81.3%	74.3%	87.4%	77.5%	84.7%	86.2%	84.1%	85.7%	84.9%
	Implementation Services	5.6%	13.3%	3.7%	9.0%	5.2%	3.2%	2.4%	3.0%	4.8%
	Marketing	1.9%	1.9%	3.4%	2.4%	3.0%	3.5%	2.0%	3.1%	3.1%
	EM&V	5.5%	2.8%	3.9%	2.7%	3.8%	4.2%	3.0%	3.9%	3.8%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

* Other includes company-specific programs, education, forward capacity market and loan program implementation expenses.

4th Quarter Report
January 2019 - December 2019

Expenses by Activity
C&I and Municipal Programs

		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Large Business Energy Solutions	Internal Admin	\$ 13,725	\$ 14,049	\$ 164,827	\$ 120,208	\$ 312,810	\$ 31,315	\$ 72,194	\$ 103,509	\$ 416,319
	External Admin	-	2,012	-	1,744	3,756	-	2,029	2,029	5,785
	Rebate/Services	971,547	165,827	7,866,127	1,025,011	10,028,512	1,760,857	479,208	2,240,065	12,268,577
	Implementation Services	96,800	35,079	493,695	125,283	750,856	164,821	37,618	202,439	953,295
	Marketing	14,281	3,901	326,332	23,861	368,375	73,693	11,139	84,832	453,206
	EM&V	55,729	5,210	331,981	37,833	430,752	101,114	15,894	117,009	547,760
	Total	\$ 1,152,082	\$ 226,077	\$ 9,182,961	\$ 1,333,939	\$ 11,895,060	\$ 2,131,801	\$ 618,082	\$ 2,749,882	\$ 14,644,942
Small Business Energy Solutions	Internal Admin	\$ 12,184	\$ 20,996	\$ 89,831	\$ 89,587	\$ 212,598	\$ 17,317	\$ 44,096	\$ 61,413	\$ 274,011
	External Admin	-	3,007	-	1,088	4,095	-	1,189	1,189	5,284
	Rebate/Services	821,551	249,869	5,711,312	725,141	7,507,874	1,407,116	304,997	1,712,112	9,219,986
	Implementation Services	78,833	49,012	530,052	74,667	732,564	88,244	26,539	114,783	847,347
	Marketing	13,939	5,830	180,607	17,800	218,176	52,187	10,270	62,457	280,633
	EM&V	39,731	7,786	183,253	27,612	258,382	59,868	11,550	71,418	329,800
	Total	\$ 966,238	\$ 336,500	\$ 6,695,055	\$ 935,895	\$ 8,933,688	\$ 1,624,732	\$ 398,640	\$ 2,023,372	\$ 10,957,060
Municipal	Internal Admin	\$ 2,481	\$ 15,158	\$ 25,818	\$ 21,354	\$ 64,810	\$ -	\$ -	\$ -	\$ 64,810
	External Admin	-	2,171	-	179	2,350	-	-	-	2,350
	Rebate/Services	140,284	185,168	1,129,544	189,740	1,644,736	-	-	-	1,644,736
	Implementation Services	14,508	26,543	21,006	43,617	105,674	-	-	-	105,674
	Marketing	2,174	4,736	50,381	487	57,779	-	-	-	57,779
	EM&V	7,561	5,621	53,548	8,806	75,536	-	-	-	75,536
	Total	\$ 167,008	\$ 239,398	\$ 1,280,296	\$ 264,183	\$ 1,950,885	\$ -	\$ -	\$ -	\$ 1,950,885
Other*	Internal Admin	\$ 2,226	\$ 1,678	\$ 42,324	\$ 5,686	\$ 51,914	\$ 2,714	\$ -	\$ 2,714	\$ 54,628
	External Admin	-	155	6,813	11,212	18,180	-	-	-	18,180
	Rebate/Services	40,710	13,720	1,180,634	45,885	1,280,949	25,545	-	25,545	1,306,494
	Implementation Services	7,650	355	68,215	21,890	98,110	4,437	5,404	9,840	107,950
	Marketing	438	803	93,085	3,305	97,631	1,162	2,095	3,257	100,888
	EM&V	26,678	8,347	107,583	3,213	145,821	3,982	-	3,982	149,804
	Total	\$ 77,703	\$ 25,058	\$ 1,498,654	\$ 91,191	\$ 1,692,606	\$ 37,840	\$ 7,499	\$ 45,339	\$ 1,737,945

* Other includes company-specific programs, education, forward capacity market and loan program implementation expenses.

4th Quarter Report
January 2019 - December 2019

Expenses by Activity
C&I and Municipal Program Total and Grand Total (Residential, C&I and Municipal)

		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Total C&I and Municipal	Internal Admin	\$ 30,616	\$ 51,880	\$ 322,800	\$ 236,835	\$ 642,132	\$ 51,347	\$ 116,290	\$ 167,637	\$ 809,769
	External Admin	-	7,346	6,813	14,223	28,382	-	3,218	3,218	31,600
	Rebate/Services	1,974,092	614,584	15,887,617	1,985,778	20,462,071	3,193,517	784,204	3,977,722	24,439,793
	Implementation Services	197,792	110,988	1,112,967	265,457	1,687,204	257,502	69,560	327,062	2,014,266
	Marketing	30,833	15,269	650,405	45,453	741,960	127,042	23,504	150,546	892,506
	EM&V	129,699	26,964	676,365	77,463	910,491	164,965	27,444	192,409	1,102,900
	Total		\$ 2,363,032	\$ 827,033	\$ 18,656,966	\$ 2,625,209	\$ 24,472,240	\$ 3,794,373	\$ 1,024,220	\$ 4,818,593
Total C&I and Municipal %	Internal Admin	1.3%	6.3%	1.7%	9.0%	2.6%	1.4%	11.4%	3.5%	2.8%
	External Admin	0.0%	0.9%	0.0%	0.5%	0.1%	0.0%	0.3%	0.1%	0.1%
	Rebate/Services	83.5%	74.3%	85.2%	75.6%	83.6%	84.2%	76.6%	82.5%	83.4%
	Implementation Services	8.4%	13.4%	6.0%	10.1%	6.9%	6.8%	6.8%	6.8%	6.9%
	Marketing	1.3%	1.8%	3.5%	1.7%	3.0%	3.3%	2.3%	3.1%	3.0%
	EM&V	5.5%	3.3%	3.6%	3.0%	3.7%	4.3%	2.7%	4.0%	3.8%
	Total		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Grand Total (Residential, C&I and Municipal)	Internal Admin	\$ 126,185	\$ 165,531	\$ 606,036	\$ 452,588	\$ 1,350,340	\$ 168,383	\$ 215,564	\$ 383,947	\$ 1,734,287
	External Admin	8	31,857	6,829	21,915	60,608	-	6,569	6,569	67,177
	Rebate/Services	3,327,052	1,945,384	30,305,610	4,045,743	39,623,789	6,694,493	1,805,987	8,500,480	48,124,269
	Implementation Services	291,117	349,251	1,720,658	504,210	2,865,237	388,429	98,739	487,168	3,352,405
	Marketing	62,000	48,738	1,206,711	109,767	1,427,216	268,217	48,422	316,638	1,743,854
	EM&V	220,866	77,058	1,312,393	148,591	1,758,908	336,333	64,458	400,791	2,159,699
	Total		\$ 4,027,228	\$ 2,617,819	\$ 35,158,237	\$ 5,282,814	\$ 47,086,097	\$ 7,855,854	\$ 2,239,739	\$ 10,095,593
Grand Total % (Residential, C&I and Municipal)	Internal Admin	3.1%	6.3%	1.7%	8.6%	2.9%	2.1%	9.6%	3.8%	3.0%
	External Admin	0.0%	1.2%	0.0%	0.4%	0.1%	0.0%	0.3%	0.1%	0.1%
	Rebate/Services	82.6%	74.3%	86.2%	76.6%	84.2%	85.2%	80.6%	84.2%	84.2%
	Implementation Services	7.2%	13.3%	4.9%	9.5%	6.1%	4.9%	4.4%	4.8%	5.9%
	Marketing	1.5%	1.9%	3.4%	2.1%	3.0%	3.4%	2.2%	3.1%	3.0%
	EM&V	5.5%	2.9%	3.7%	2.8%	3.7%	4.3%	2.9%	4.0%	3.8%
	Total		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

4th Quarter Report
January 2019 - December 2019

Evaluation, Monitoring and Verification (EM&V)

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas		
Program Expenses	Budget	\$ 260,878	\$ 134,707	\$ 1,732,353	\$ 279,647	\$ 2,407,586	\$ 385,395	\$ 109,652	\$ 495,047	\$ 2,902,633
	Actual	\$ 220,866	\$ 77,058	\$ 1,312,393	\$ 148,591	\$ 1,758,908	\$ 336,333	\$ 64,458	\$ 400,791	\$ 2,159,699
	Percent	85%	57%	76%	53%	73%	87%	59%	81%	74%

Notes:

- (1) The Evaluation, Monitoring and Verification budget is based on 5% of the annual Statewide Energy Efficiency Program budget.
- (2) The actual EM&V expenses for each program are included in the expense totals reported for each program.

Status of EM&V Studies:

	Est. Cost	Vendor	Status
Treat/Otter Auditing/Tracking Software	\$150,000	PSD	Annual cost billed monthly
NEEP/CEE Regional/National M&E:	\$100,000	NEEP	Ongoing
- EM&V 2.0 - Advanced Data Collection & Data Analytics		NEEP	Ongoing thru 2019
Small Business Lighting - Impact Evaluation	\$180,000	DNV-GL	Completed: Q2 2018
NE Avoided Energy Supply Cost Study (2018)	\$58,338	Synapse Energy Economics, Inc.	Completed: Q2 2018
Energy Star Products RFP	\$245,660	The Cadmus Group LLC	Completed: Q3 2018
Home Energy Assistance Impact, Process, and Low-Income NEI Evaluation	\$284,737	Opinion Dynamics Corporation	ECD: Q1 2020
Home Performance with Energy Star Impact and Process Evaluation	\$247,718	Opinion Dynamics Corporation	ECD: Q1 2020
Non-Lighting Impact and Process Evaluation for Multiple C&I Programs	\$393,720	Cadmus	Completed: Q4 2019
Crosscutting Non-Energy Impacts Study	\$130,000	DNV-GL	ECD: Q1 2020
Energy Efficiency Market Assessment	\$274,655	Navigant	Completed Q1 2019
Cost-Effectiveness Review (joint with Benefit-Cost Working Group)	\$88,700	Synapse Energy Economics, Inc.	Completed: Q3 2019
Energy Optimization Review (joint with Benefit-Cost Working Group)	\$77,890	Navigant	Completed: Q3 2019
	NH cost is TBD, est.		ECD for report
C&I Demand Response Pilot Evaluation	approx. \$20,000 of the \$387,000 total for MA, CT & NH	ERS	on Summer DR program: Q1 2020
Energy Efficiency Potential Study	\$880,000	Dunsky	ECD: Q2 2020
Bill & Rate Impacts Analysis	\$97,000	Synapse Energy Economics, Inc.	ECD: Q2 2020

Evaluations available at: http://www.puc.state.nh.us/Electric/Monitoring%20and%20Evaluation%20Reports/Monitoring_Evaluation_Report_List.htm

4th Quarter Report
January 2019 - December 2019

On - Bill Financing (OBF)

Description	Electric Utilities				Gas Utilities		
	Liberty Utilities	NHEC	Eversource	Unitil	LU Gas	Unitil Gas	
Amount Available to Loan							
On - Bill Financing ¹	\$ 453,000	\$ 296,084	\$ 690,000	\$ 1,175,250	\$ 875,000	\$ 83,000	
Less: Loans	542,642	596,580	1,545,351	1,410,199	25,728	7,766	
Plus: Loan Payments Received	431,080	529,043	1,393,220	1,111,618	435	1,042	
Less Bad Debt (\$ Written Off)	22,178	-	-	75,622	-	-	
Current Balance	319,259	228,547	537,869	801,047	849,707	76,277	
Less: Loans in Process	-	49,236	-	24,434	-	-	
Less: Potential Loans	-	-	20,000	-	-	-	
Amount Available to Loan	\$ 319,259	\$ 179,311	\$ 517,869	\$ 776,613	\$ 849,707	\$ 76,277	
Maximum Loans and Maximum Term							
Residential	Maximum Loan Maximum Term	\$ 2,000 2 years	\$ 4,000 4 years	\$ 2,000 2 years	\$ 4,000 4 years	\$ 7,500 4 years	\$ 7,500 4 years
Municipal and C&I ²	Maximum Loan Maximum Term	\$ 50,000 10 years	\$ - Smart Start	\$ 20,000 N/A	\$ 50,000 10 years	\$ 50,000 5 years	\$ 50,000 5 years
Year-to-date Project Financing Information							
Residential	No. of Projects Financed Average Loan Amount	2 \$ 1,821	14 \$ 2,650	33 \$ 1,907	10 \$ 3,206	11 \$ 2,339	3 \$ 2,589
Municipal and C&I ²	No. of Projects Financed Average Loan Amount	2 16,042	- N/A	- N/A	3 9,422	- N/A	- N/A

Notes:

(1) Includes funds from a RGGI-funded grant awarded to the Electric Utilities in 2009 and Statewide Energy Efficiency Program funds.

(2) Not applicable to the NHEC. Utilize SmartStart Loan Program.

4th Quarter Report
January 2019 - December 2019

Smart Start Program

Description	NHEC	Eversource
Year-to-Date Amount Available to Loan		
Loan Fund Balance ¹	\$ 713,199	\$ 517,820
Less: Year-to-Date Loans	44,770	985,420
Plus: Loan Repayments (excluding reserve for bad debt)	87,568	865,955
Current Balance	\$ 755,997	\$ 398,355
Less: Loans in Process	-	-
Less: Potential Loans	-	-
Less: Future Committed Loans	-	2,138,176
Add: Anticipated Loan Repayments Thru Year End	-	-
Amount Available to Loan	\$ 755,997	\$ (1,739,821)
Year-to-Date Reserve for Bad Debt (Uncollectibles)		
Initial Balance ¹	Not Applicable	\$ 43,749
Plus: Bad Debt Collections ²	-	40,188
Less: Bad Debt Charges	-	15,900
Ending Balance	\$ -	\$ 68,036
Year-to-date Administrative and Implementation Expenses ³	\$ -	\$ 28,934
Year-to-date Payments to Contractors Supporting Customer Projects	\$ 44,770	\$ 457,673
Year-to-date Performance Incentive ⁴	Not Applicable	\$ 51,957
Year-to-date Project Financing Information		
Municipal and C&I ⁵		
No. of Projects Financed	2	19
Total Loan Amount	\$ 44,770	\$ 985,420
Average Loan Amount	\$ 22,385	\$ 51,864
Lifetime kWh Savings ⁶	1,150,555	15,977,702
Lifetime MMBTU Savings ⁶	-	-
Lifetime kWh Savings ⁷	-	-
Lifetime MMBTU Savings ⁷	-	-
Lifetime Electric Bill Savings	\$ 184,089	\$ 231,710

Notes:

- (1) As of January 1, 2018.
- (2) 5% of the loan amount is reserved for uncollectibles.
- (3) Eversource's Annual Budget: \$52,000 (see page 16).
- (4) The performance incentive is based on 6% of the loan repayments.
- (5) C&I not applicable to Eversource; Municipal only.
- (6) Also reported in the applicable C&I program report.
- (7) Incremental savings also reported on Company Specific Programs (see page 15)

4th Quarter Report
January 2019 - December 2019

Residential Third Party Financing Option
Funded Through the Statewide Programs

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Amount Available for Interest Rate Buy-Downs									
Budget	\$ 5,791	\$ 15,000	\$ 31,188	\$ 4,000	\$ 55,979	\$ 7,964	\$ 3,500	\$ 11,464	\$ 67,443
Less: Interest Rate Buy-Downs Paid	\$ 2,794	\$ 5,417	\$ 22,825	\$ 467	\$ 31,504	\$ -	\$ 5,178	\$ 5,178	\$ 36,682
Remaining Budget	\$ 2,997	\$ 9,583	\$ 8,362	\$ 3,533	\$ 24,475	\$ 7,964	\$ (1,678)	\$ 6,286	\$ 30,761
Less: Potential Interest Rate Buy-Downs ¹	\$ 677	\$ 1,264	\$ 1,571	\$ -	\$ 3,512	\$ 85	\$ -	\$ 85	\$ 3,598
Amount Available for Interest Rate Buy-Downs	\$ 2,320	\$ 8,319	\$ 6,792	\$ 3,533	\$ 20,963	\$ 7,879	\$ (1,678)	\$ 6,201	\$ 27,163
Year-to-date Project Loan Information									
No. of Projects Financed	7	5	28	1	41	-	7	7	48
Total Project Cost ²	\$ 72,609	\$ 65,509	\$ 326,916	\$ 8,405	\$ 473,439	\$ -	\$ 60,430	\$ 60,430	\$ 533,869
Average Project Cost ²	\$ 10,373	\$ 13,102	\$ 11,676	\$ 8,405	\$ 11,547	\$ -	\$ 8,633	\$ 8,633	\$ 11,122
Total Loan Amount	\$ 38,585	\$ 43,917	\$ 199,087	\$ 4,977	\$ 286,566	\$ -	\$ 53,261	\$ 53,261	\$ 339,827
Average Loan Amount	\$ 5,512	\$ 8,783	\$ 7,110	\$ 4,977	\$ 6,989	\$ -	\$ 7,609	\$ 7,609	\$ 7,080
Average Loan Term (years)	3.2	5.8	4.6	4.0	4.5	-	4.6	4.6	4.5
Total Interest Rate Buy-Down Amount	\$ 2,794	\$ 5,147	\$ 22,825	\$ 467	\$ 31,234	\$ -	\$ 5,178	\$ 5,178	\$ 36,412
Average Interest Rate Buy-Down Amount	\$ 399	\$ 1,029	\$ 815	\$ 467	\$ 762	\$ -	\$ 740	\$ 740	\$ 759
Average Gross Interest Rate	6.28%	6.52%	6.49%	6.49%	6.46%	-	6.06%	6.06%	6.40%
Average Customer Interest Rate	2.00%	2.00%	2.00%	2.00%	2.00%	-	2.00%	2.00%	2.00%
Average Sq. Footage of Home (HPWES Projects)	1,764	2,100	1,855	3,500	1,909	-	-	-	1,631
Total Estimated Annual Space Heating Energy Savings (MMBtu) ³	309	281	1,108	30	1,728	-	-	-	1,728
Average Estimated Annual Space Heating Energy Savings (MMBtu)	44	56	40	-	42	-	-	-	36
No. of Loan Write-offs	-	-	-	-	-	-	-	-	-
Total Loan Write-off Amount	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Pre-paid Interest Rate Buy-Down Amount Associated with Loan Write-off	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Notes:

(1) Includes utility and customer costs.

(2) Also reported in the applicable Residential program reports. Includes space heating savings associated with all fuel sources.

4th Quarter Report
January 2019 - December 2019

Electric Programs
Actual Participants Served, Program Expenses, Lifetime kWh and MMBtu Savings

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	168	3,127,789	57	782,021	1,520	12,706,648	241	2,411,109	1,986	19,027,567
Expenses / Lifetime MMBtu Savings	\$701,421	13,597	\$529,830	31,090	\$7,295,396	341,650	\$1,020,067	28,888	\$9,546,714	415,225
Home Performance w/ENERGY STAR										
Number of Rebates / Lifetime kWh Savings	62	1,876,918	140	2,381,500	1,211	12,773,828	129	2,247,306	1,542	19,279,552
Expenses / Lifetime MMBtu Savings	\$314,096	46,766	\$548,207	76,826	\$2,869,835	415,086	\$517,028	62,571	\$4,249,165	601,249
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	40	2,908,931	48	760,805	404	22,353,131	47	1,825,022	539	27,847,889
Expenses / Lifetime MMBtu Savings	\$180,795	61,017	\$181,875	20,015	\$1,259,223	358,525	\$259,860	10,007	\$1,881,752	449,565
ENERGY STAR Products										
Number of Rebates / Lifetime kWh Savings	19,240	9,600,983	52,116	17,964,683	196,221	107,608,330	43,052	17,553,609	310,628	152,727,604
Expenses / Lifetime MMBtu Savings	\$318,393	2,444	\$527,216	2,016	\$4,148,857	9,883	\$683,755	2,471	\$5,678,221	16,814
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	44	64,685,173	14	18,205,799	866	530,932,780	24	64,993,486	948	678,817,238
Expenses / Lifetime MMBtu Savings	\$1,152,082	0	\$226,077	0	\$9,182,961	10,680	\$1,333,939	0	\$11,895,060	10,680
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	132	31,682,269	62	15,740,681	2,214	300,401,098	110	38,628,248	2,518	386,452,296
Expenses / Lifetime MMBtu Savings	\$966,238	0	\$336,500	0	\$6,695,055	0	\$935,895	0	\$8,933,688	0
Municipal Program										
Number of Participants / Lifetime kWh Savings	26	7,542,284	19	4,446,752	132	41,933,721	8	5,759,354	185	59,682,111
Expenses / Lifetime MMBtu Savings	\$167,008	1,104	\$239,398	8,572	\$1,280,296	147,722	\$264,183	0	\$1,950,885	157,398
Educational Programs										
Expenses	\$53,090		\$16,521		\$277,472		\$20,368		\$367,450	
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	12,000	3,509,000	0	0	80,676	54,326,266	24,900	6,446,000	117,576	64,281,266
Expenses / Lifetime MMBtu Savings	\$174,105	0	\$12,196	0	\$2,124,642	0	\$193,794	0	\$2,504,737	0
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$0		\$24,501		\$0		\$24,501	
Total Program Expenses	\$4,027,228		\$2,617,819		\$35,158,237		\$5,228,889		\$47,032,172	

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Electric Programs

Actual Participants Served, Program Expenses, Lifetime kWh and MMBtu Savings

(System Benefits Charge, Forward Capacity Market and Interest Funds Only) *

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	151	2,802,885	50	690,516	1,367	11,430,442	217	2,173,593	1,785	17,097,436
Expenses / Lifetime MMBtu Savings	\$628,560	12,185	\$467,834	27,452	\$6,562,675	307,336	\$919,581	26,042	\$8,578,650	373,015
Home Performance w/ENERGY STAR										
Number of Rebates / Lifetime kWh Savings	62	1,876,918	140	2,381,500	1,211	12,773,828	129	2,247,306	1,520	20,311,566
Expenses / Lifetime MMBtu Savings	\$314,096	46,766	\$548,207	76,826	\$2,869,835	415,086	\$517,028	62,571	\$4,249,165	615,500
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	40	2,908,931	48	760,805	404	22,353,131	47	1,825,022	539	27,847,889
Expenses / Lifetime MMBtu Savings	\$180,795	61,017	\$181,875	20,015	\$1,259,223	358,525	\$259,860	10,007	\$1,881,752	449,565
ENERGY STAR Products										
Number of Rebates / Lifetime kWh Savings	19,240	9,600,983	52,116	17,964,683	196,221	107,608,330	43,052	17,553,609	291,432	207,811,794
Expenses / Lifetime MMBtu Savings	\$318,393	2,444	\$527,216	2,016	\$4,148,857	9,883	\$683,755	2,471	\$5,678,221	14,371
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	44	64,685,173	14	18,205,799	866	530,932,780	24	64,993,486	1,036	645,814,334
Expenses / Lifetime MMBtu Savings	\$1,152,082	0	\$226,077	0	\$9,182,961	10,680	\$1,333,939	0	\$11,895,060	10,680
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	132	31,682,269	62	15,740,681	2,214	300,401,098	110	38,628,248	2,518	386,452,296
Expenses / Lifetime MMBtu Savings	\$966,238	0	\$336,500	0	\$6,695,055	0	\$935,895	0	\$8,933,688	0
Municipal Program										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
Educational Programs										
Expenses	\$53,090		\$16,521		\$277,472		\$20,368		\$367,450	
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	12,000	3,509,000	0	0	80,676	54,326,266	24,900	6,446,000	117,576	64,281,266
Expenses / Lifetime MMBtu Savings	\$174,105	0	\$12,196	0	\$2,124,642	0	\$193,794	0	\$2,504,737	0
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$0		\$24,501		\$0		\$24,501	
Total Program Expenses	\$3,787,359		\$2,316,425		\$33,145,220		\$4,864,220		\$44,113,223	

*Allocation is based on actual RGGI proceeds apportioned to the HEA and Municipal Programs. Municipal Programs include carryovers.

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 Electric Programs

Actual Participants Served, Program Expenses, Lifetime kWh and MMBtu Savings

(Energy Efficiency Fund Only - Regional Greenhouse Gas Initiative) *

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	17	324,904	7	91,505	153	1,276,206	24	237,516	201	1,930,130
Expenses / Lifetime MMBtu Savings	\$72,861	1,412	\$61,996	3,638	\$732,721	34,314	\$100,486	2,846	\$968,064	42,210
Municipal Program										
Number of Participants / Lifetime kWh Savings	26	7,542,284	19	4,446,752	132	41,933,721	8	5,759,354	185	59,682,111
Expenses / Lifetime MMBtu Savings	\$167,008	1,104	\$239,398	8,572	\$1,280,296	147,722	\$264,183	0	\$1,950,885	157,398
Total Program Expenses	\$239,870		\$301,393		\$2,013,017		\$364,669		\$2,918,949	

*Allocation is based on actual RGGI proceeds apportioned to the HEA and Municipal Programs. Municipal Programs include carryovers.

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Gas Programs
 Actual Participants Served, Program Expenses, Lifetime kWh and MMBtu Savings

	LU-Gas		Unitil-Gas		Total	
Home Energy Assistance						
Number of Units	374		93		467	
Expenses / Lifetime MMBtu Savings	\$1,557,664	132,709	\$386,836	64,684	\$1,944,500	197,393
Home Performance w/ENERGY STAR						
Number of Units	643		49		692	
Expenses / Lifetime MMBtu Savings	\$888,152	206,635	\$201,021	31,710	\$1,089,174	238,345
ENERGY STAR Homes						
Number of Homes	120		53		173	
Expenses / Lifetime MMBtu Savings	\$426,399	98,599	\$162,869	36,170	\$589,269	134,768
ENERGY STAR Products						
Number of Rebates	2,340		1,813		4,153	
Expenses / Lifetime MMBtu Savings	\$919,527	285,219	\$390,116	144,548	\$1,309,643	429,767
Large Business Energy Solutions						
Number of Participants	72		13		85	
Expenses / Lifetime MMBtu Savings	\$2,131,801	1,062,430	\$618,082	281,520	\$2,749,882	1,343,950
Small Business Energy Solutions						
Number of Participants	1,435		70		1,505	
Expenses / Lifetime MMBtu Savings	\$1,624,732	528,263	\$398,640	136,460	\$2,023,372	664,723
Educational Programs						
Expenses	\$37,840		\$7,499		\$45,339	
Company Specific Programs / FCM Expenses						
Number of Participants	38,000		24,900		62,900	
Expenses / Lifetime MMBtu Savings	\$269,738	37,004	\$74,676	0	\$344,414	37,004
Total Program Expenses	\$7,855,854		\$2,239,739		\$10,095,593	

**4th Quarter Report
 January 2019 - December 2019**

Demand Reduction Initiative

Description		Electric Utilities		Grand Total
		Eversource	Unitil	
Program Expenses	Budget	\$ 250,000	\$ 90,000	\$ 340,000
	Actual	\$ 332,067	\$ 53,925	\$ 385,992
	Percent	133%	60%	114%

Notes:

1) A detailed description of the Demand Reduction Initiative is included in the 2020 Demand Reduction Initiatives Supplemental Information filing dated February 28, 2020. That filing provides detailed background information about the program as well as the estimated savings resulting from of the 2019 initiative.