



New Hampshire Statewide Energy Efficiency Programs

3rd Quarter Report
January 2020 – September 2020

Docket DE 17-136

November 30, 2020



**3rd Quarter Report
January 2020 - September 2020**

Table of Contents

	Description	Page
Highlights	Statewide and Company-Specific Programs	1
	Statewide Programs	2
	Company-Specific Programs	3
	Home Energy Assistance Program - Highlights	4
	CO ₂ Emissions Reductions	5
	Annual Savings by Fuel Type	6
	Summary of Results by Utility	7
Program Results	Home Energy Assistance (HEA)	8
	ENERGY STAR® Homes	9
	Home Performance with ENERGY STAR (HPwES)	10
	ENERGY STAR Products	11
	Large Business Energy Solutions	12
	Small Business Energy Solutions	13
	Municipal Program	14
	Company-Specific Programs - Liberty Utilities and NHEC	15
	Company-Specific Programs - Eversource	16
	Education Programs	17
Forward Capacity Market (FCM) - Proceeds and Expenses	18	
Expenses by Activity	Residential Programs	19-20
	C&I and Municipal Programs	21
	Residential, C&I and Municipal Combined	22
Other	Evaluation, Monitoring and Verification (EM&V)	23
	Revolving Loan Fund (RLF)	24
	Smart-Start Revolving Loan Program	25
	Residential Third Party Financing Option	26
	Electric Programs - Summary of Actual Results by Utility and Program	27
	Allocation of Electric Program Expenses, Savings and Participants Served by Funding Source	
	System Benefits Charge, Forward Capacity Market and Interest Funds Only	28
	Energy Efficiency Fund Only - Regional Greenhouse Gas Initiative	29
Gas Programs - Summary of Actual Results by Utility and Program	30	
Demand Reduction Initiative	31	

3rd Quarter Report
January 2020 - September 2020

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	\$ 828,179	41%	1,156,875	27%	14,946,953	25%	1,493	40%	23,829	43%	66	63%
All Other Statewide Program	\$ 27,879,390	47%	49,196,604	38%	561,720,581	35%	66,698	51%	1,350,422	52%	336,568	101%
Sub-total	\$ 28,707,569	47%	50,353,479	39%	576,667,535	34%	68,191	51%	1,374,251	52%	336,634	101%
Company Specific Programs ²	\$ 1,239,439	30%	1,550,794	22%	3,058,794	4%	-	-	-	-	29,654	90%
Total Electric	\$ 29,947,008	46%	51,904,272	37%	579,726,328	33%	68,191	51%	1,374,251	52%	366,288	110%
Gas Utilities												
Statewide Programs	\$ 6,082,356	57%	(219,033)		(3,970,578)		97,090	54%	1,650,922	55%	3,953	69%
Company Specific Programs ²	\$ 337,122	115%	-		-		11,566	155%	11,566	42%	47,801	130%
Total Gas	\$ 6,419,478	58%	(219,033)		(3,970,578)		108,656	58%	1,662,488	55%	51,754	122%
Grand Total	\$ 36,366,485	47%	51,685,240	37%	575,755,750	33%	176,846	55%	3,036,739	54%	418,042	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.

3rd Quarter Report
January 2020 - September 2020

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	\$ 5,582,863	49%	912,084	9,822,526	53%	8,501	191,964	25%	695	40%
ENERGY STAR Homes	\$ 1,633,973	45%	1,324,535	29,399,449	85%	11,674	290,824	74%	608	60%
NH Home Performance w/Energy Star	\$ 3,645,886	42%	1,380,953	30,225,173	135%	23,338	520,939	39%	954	34%
ENERGY STAR Products	\$ 6,395,153	80%	18,865,415	125,221,919	82%	23,185	346,695	489%	333,483	103%
Sub-total	\$ 17,257,876	54%	22,482,987	194,669,067	85%	66,698	1,350,422	52%	335,740	102%
Commercial & Industrial										
Large Business Energy Solutions	\$ 5,314,253	30%	12,743,451	183,517,871	18%	-	-	-	198	12%
Small Business Energy Solutions	\$ 5,307,261	53%	13,970,165	183,533,643	48%	-	-	-	630	35%
Municipal Program	\$ 828,179	41%	1,156,875	14,946,953	25%	1,493	23,829	43%	66	63%
Sub-total	\$ 11,449,693	38%	27,870,491	381,998,468	26%	1,493	23,829	43%	894	25%
Total Electric	\$ 28,707,569	47%	50,353,479	576,667,535	34%	68,191	1,374,251	52%	336,634	101%
Gas Utilities										
Residential										
Home Energy Assistance	\$ 1,697,047	81%	42,657	795,967		8,272	158,337	74%	581	156%
ENERGY STAR Homes	\$ 518,939	48%	3,987	86,927		7,238	172,202	55%	149	33%
NH Home Performance w/Energy Star	\$ 818,732	71%	119,547	865,797		9,673	187,119	77%	544	77%
ENERGY STAR Products	\$ 937,378	77%	116,244	1,813,912		11,172	189,384	65%	1,961	69%
Sub-total	\$ 3,972,095	72%	282,434	3,562,603		36,354	707,042	66%	3,235	74%
Commercial & Industrial										
Large Business Energy Solutions	\$ 876,854	30%	(501,839)	(7,526,690)		39,882	579,326	44%	40	21%
Small Business Energy Solutions	\$ 1,233,406	56%	372	(6,491)		20,854	364,554	28%	679	57%
Sub-total	\$ 2,110,261	41%	(501,467)	(7,533,181)		60,736	943,880	49%	718	52%
Total Gas	\$ 6,082,356	57%	(219,033)	(3,970,578)		97,090	1,650,922	55%	3,953	69%
Grand Total	\$ 34,789,924	48%	50,134,446	572,696,956	34%	165,280	3,025,173	54%	340,587	101%

Notes:

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

3rd Quarter Report
January 2020 - September 2020

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	\$ 182,337	66%	1,328,342	1,328,342	44%	-	-	-	29,652	90%
Customer Engagement Platform	\$ 159,160	59%	-	-	-	-	-	-	-	-
Residential DR Program	\$ 35,307	14%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses ²	\$ 35,091	33%	-	-	-	-	-	-	-	-
Sub-total	\$ 411,895	46%	1,328,342	1,328,342	44%	-	-	-	29,652	90%
Commercial & Industrial										
Smart Start	\$ 25,684	73%	-	-	-	-	-	-	-	-
C&I Customer Partnerships	\$ 1,553	7%	-	-	-	-	-	-	-	-
C&I RFP Program	\$ 144,217	10%	222,452	1,730,452	2%	-	-	-	2	3%
Education	\$ 233,287	46%	-	-	-	-	-	-	-	-
Customer Engagement Platform	\$ 222,798	60%	-	-	-	-	-	-	-	-
Large Business DR Initiative	\$ 135,965	22%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses ²	\$ 64,041	31%	-	-	-	-	-	-	-	-
Sub-total	\$ 827,544	26%	222,452	1,730,452	2%	-	-	-	2	3%
Total Residential and C&I	\$ 1,239,439	38%	1,550,794	3,058,794	4%	-	-	-	29,654	90%
Gas Utilities										
Residential										
Home Energy Reports ³	\$ 307,468	86%	-	-	-	11,566	11,566	31%	47,801	130%
Education	\$ -	-	-	-	-	-	-	-	-	-
Sub-total	\$ 307,468	86%	-	-	-	11,566	11,566	31%	47,801	130%
Commercial & Industrial										
Education	\$ 29,654	28%	-	-	-	-	-	-	-	-
Sub-total	\$ 29,654	28%	-	-	-	-	-	-	-	-
Total Residential and C&I	\$ 337,122	95%	-	-	-	11,566	11,566	31%	47,801	130%
Grand Total	\$ 1,576,561	43%	1,550,794	3,058,794	4%	11,566	11,566	31%	77,455	111%

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) Until'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.

3rd Quarter Report
January 2020 - September 2020

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	\$ 1,201,849	\$ 838,773	\$ 8,110,149	\$ 1,353,131	\$ 11,503,901	\$ 1,676,441	\$ 413,000	\$ 2,089,441	\$ 13,593,342
(Utility Program) Actual	\$ 445,046	\$ 359,149	\$ 4,387,280	\$ 391,389	\$ 5,582,863	\$ 1,375,610	\$ 321,437	\$ 1,697,047	\$ 7,279,910
Percent	37%	43%	54%	29%	49%	82%	78%	81%	54%
Program Incentives: Budget ³	\$ 883,359	\$ 594,171	\$ 6,913,994	\$ 947,926	\$ 9,339,450	\$ 1,337,800	\$ 303,667	\$ 1,641,467	\$ 10,980,917
(Utility Program) Actual ⁴	\$ 181,854	\$ 135,957	\$ 2,938,530	\$ 315,352	\$ 3,571,692	\$ 1,014,702	\$ 220,960	\$ 1,235,662	\$ 4,807,354
Percent	21%	23%	43%	33%	38%	76%	73%	75%	44%
Participants Served: Goal	124	418	1,088	122	1,752	302	70	372	2,124
Actual ⁵	33	21	437	195	686	538	76	614	1,300
Percent	27%	5%	40%	160%	39%	178%	109%	165%	61%
Collaboration: Actual Collaborated Funds ⁶	\$ 73,797	\$ 122,599	\$ 1,083,026	\$ 108,591	\$ 1,388,012	\$ 177,210	\$ 44,279	\$ 221,490	\$ 1,609,502
Total Actual Expenses (Utility + Collaboration)	\$ 255,651	\$ 258,555	\$ 4,021,556	\$ 423,942	\$ 4,959,705	\$ 1,191,912	\$ 265,239	\$ 1,457,152	\$ 6,416,856
% of Total Actual Expenses	29%	47%	27%	26%	28%	15%	17%	15%	25%
Collaborated Units	9	16	167	15	207	24	4	28	235
% of Total Participants Served	27%	76%	38%	8%	30%	4%	5%	5%	18%
Heating Systems: Actual Incentives	\$ 121,965	\$ 125,271	\$ 691,266	\$ 97,900	\$ 1,036,403	\$ 209,711	\$ 55,076	\$ 264,787	\$ 1,301,190
% of HEA Utility Total Budget	10%	15%	9%	7%	9%	13%	13%	13%	10%
Dwelling Mix:									
Single Family	181	10	21	160	372	28	70	98	470
Multi-Family	256	23		35	314	510	6	516	830
Total	437	33	21	195	686	538	76	614	1,300

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	18	9	43	78	27	78	229	66	41	97	686
Gas	6	0	90	0	0	319	123	6	70	0	614
Total											1,300

* 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. Additionally, collaborated may include some HEA funded heating systems.

3rd Quarter Report
January 2020 - September 2020

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	51,904	25,587	616	(219)	(108)	51,685	25,479	616
Natural Gas	MMBtu	117.080	0.0531	8,990	477	(0)	108,656	5,769	117,645	6,247	(0)
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	36,165	2,647	139	-	-	36,165	2,647	139
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-
Kerosene	MMBtu	159.535	0.0724	1,673	121	12	-	-	1,673	121	12
Propane	MMBtu	139.178	0.0631	19,400	1,225	18	-	-	19,400	1,225	18
Wood	MMBtu	-	-	1,963	-	-	-	-	1,963	-	-
Wood Pellet	-	-	-	-	-	-	-	-	-	-	-
Other	MMBtu	-	-	-	-	-	-	-	-	-	-
Total Annual Emissions Reductions					30,057	784		5,661		35,718	784
Lifetime											
Electricity ²	MWH	1,087.000	0.4930	579,726	285,788	7,859	(3,971)	(1,957)	575,756	283,831	7,859
Natural Gas	MMBtu	117.080	0.0531	167,471	8,892	35	1,662,488	88,274	1,829,959	97,166	35
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	690,506	50,539	2,318	-	-	690,506	50,539	2,318
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-
Kerosene	MMBtu	159.535	0.0724	34,912	2,526	240	-	-	34,912	2,526	240
Propane	MMBtu	139.178	0.0631	438,114	27,653	458	-	-	438,114	27,653	458
Wood	MMBtu	-	-	43,248	-	-	-	-	43,248	-	-
Wood Pellet	-	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-	-	-
Total Lifetime Emissions Reductions					375,398	10,911		86,317		461,715	10,911

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.

3rd Quarter Report
January 2020 - September 2020

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	Electricity
Home Energy Assistance	5,869	(47)	908	1,542	228	-	-	8,501	912,084
ENERGY STAR Homes	53	1,676	9,945	-	-	-	-	11,674	1,324,535
NH Home Performance w/Energy Star	15,575	1,357	4,540	131	1,735	-	-	23,338	1,380,953
ENERGY STAR Products	13,364	6,003	3,818	-	-	-	-	23,185	18,865,415
Large Business Energy Solutions	-	-	-	-	-	-	-	-	12,743,451
Small Business Energy Solutions	-	-	-	-	-	-	-	-	13,970,165
Municipal Program	1,304	-	189	-	-	-	-	1,493	1,156,875
Company-Specific Programs	-	-	-	-	-	-	-	-	1,550,794
Total	36,165	8,990	19,400	1,673	1,963	-	-	68,191	51,904,272

Program	Gas Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Oil	Natural Gas	LP	Kerosene	Wood	Wood Pellet	Other	Total	Electricity
Home Energy Assistance	-	8,272	-	-	-	-	-	8,272	42,657
ENERGY STAR Homes	-	7,238	-	-	-	-	-	7,238	3,987
NH Home Performance w/Energy Star	-	9,673	-	-	-	-	-	9,673	119,547
ENERGY STAR Products	-	11,172	-	-	-	-	-	11,172	116,244
Large Business Energy Solutions	-	39,882	-	-	-	-	-	39,882	(501,839)
Small Business Energy Solutions	-	20,854	-	-	-	-	-	20,854	372
Municipal Program	-	-	-	-	-	-	-	-	-
Company-Specific Programs	-	11,566	-	-	-	-	-	11,566	-
	-	108,656	-	-	-	-	-	108,656	(219,033)

3rd Quarter Report
January 2020 - September 2020

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	\$ 6,064,297	\$ 4,375,805	\$ 47,507,758	\$ 7,743,573	\$ 65,691,434	\$ 8,722,615	\$ 2,429,357	\$ 11,151,972	\$ 76,843,406
	Actual	\$ 2,934,274	\$ 1,935,132	\$ 21,826,908	\$ 3,250,694	\$ 29,947,008	\$ 5,091,641	\$ 1,327,837	\$ 6,419,478	\$ 36,366,485
	Percent	48%	44%	46%	42%	46%	58%	55%	58%	47%
Program Participation	Goal	24,976	51,217	231,332	59,418	366,943	32,031	10,395	42,426	409,369
	Actual	26,967	57,316	235,852	46,154	366,288	38,662	13,092	51,754	418,042
	Percent	108%	112%	102%	78%	100%	121%	126%	122%	102%
Annual kWh Savings	Goal	12,598,839	7,016,661	106,615,917	13,948,953	140,180,370	527,454	57,339	584,792	140,765,162
	Actual	5,721,171	3,296,946	37,857,276	5,028,879	51,904,272	(243,339)	24,306	(219,033)	51,685,240
	Percent	45%	47%	36%	36%	37%				37%
Lifetime kWh Savings	Goal	167,902,537	76,966,456	1,351,574,585	162,980,910	1,759,424,488	7,903,776	783,284	8,687,060	1,768,111,547
	Actual	66,148,604	21,489,894	453,755,949	38,331,881	579,726,328	(4,312,210)	341,632	(3,970,578)	575,755,750
	Percent	39%	28%	34%	24%	33%				33%
Annual MMBtu Savings	Goal	10,946	10,557	103,310	8,741	133,553	147,422	40,312	187,733	321,287
	Actual	3,855	7,104	53,903	3,329	68,191	95,019	13,637	108,656	176,846
	Percent	35%	67%	52%	38%	51%	64%	34%	58%	55%
Lifetime MMBtu Savings	Goal	215,807	212,765	2,029,015	180,322	2,637,909	2,408,424	624,273	3,032,697	5,670,606
	Actual	82,571	152,532	1,070,743	68,405	1,374,251	1,471,876	190,613	1,662,488	3,036,739
	Percent	38%	72%	53%	38%	52%	61%	31%	55%	54%

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

3rd Quarter Report
January 2020 - September 2020

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	\$ 1,201,849	\$ 838,773	\$ 8,110,149	\$ 1,353,131	\$ 11,503,901	\$ 1,676,441	\$ 413,000	\$ 2,089,441	\$ 13,593,342
	Actual	\$ 445,046	\$ 359,149	\$ 4,387,280	\$ 391,389	\$ 5,582,863	\$ 1,375,610	\$ 321,437	\$ 1,697,047	\$ 7,279,910
	Percent	37%	43%	54%	29%	49%	82%	78%	81%	54%
Program Participation	Goal	124	418	1,088	122	1,752	302	70	372	2,124
	Actual	36	22	600	37	695	554	27	581	1,276
	Percent	29%	5%	55%	30%	40%	184%	39%	156%	60%
Annual kWh Savings	Goal	122,542	71,263	1,102,645	77,948	1,374,398	57,179	12,267	69,445	1,443,844
	Actual	90,623	25,796	767,095	28,571	912,084	39,516	3,141	42,657	954,741
	Percent	74%	36%	70%	37%	66%				66%
Lifetime kWh Savings	Goal	1,649,304	968,309	14,764,868	1,147,932	18,530,413	1,155,890	125,219	1,281,110	19,811,523
	Actual	1,202,362	342,068	7,891,278	386,818	9,822,526	761,066	34,901	795,967	10,618,493
	Percent	73%	35%	53%	34%	53%				54%
Annual MMBtu Savings	Goal	4,890	2,330	26,821	2,948	36,989	8,460	2,137	10,597	47,586
	Actual	492	799	6,824	385	8,501	7,086	1,187	8,272	16,773
	Percent	10%	34%	25%	13%	23%	84%	56%	78%	35%
Lifetime MMBtu Savings	Goal	106,013	46,635	557,764	59,095	769,506	170,836	44,343	215,180	984,685
	Actual	10,073	16,796	157,435	7,659	191,964	134,339	23,998	158,337	350,301
	Percent	10%	36%	28%	13%	25%	79%	54%	74%	36%

3rd Quarter Report
January 2020 - September 2020

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	\$ 359,195	\$ 540,544	\$ 2,271,812	\$ 446,821	\$ 3,618,372	\$ 874,689	\$ 213,187	\$ 1,087,876	\$ 4,706,248
	Actual	\$ 137,697	\$ 104,274	\$ 1,251,193	\$ 140,810	\$ 1,633,973	\$ 401,455	\$ 117,483	\$ 518,939	\$ 2,152,912
	Percent	38%	19%	55%	32%	45%	46%	55%	48%	46%
Program Participation	Goal	149	89	703	66	1,007	406	49	455	1,462
	Actual	36	21	513	38	608	130	19	149	757
	Percent	24%	24%	73%	58%	60%	32%	39%	33%	52%
Annual kWh Savings	Goal	172,776	163,862	1,127,346	98,351	1,562,336	168,486	10,119	178,605	1,740,941
	Actual	136,413	56,298	1,070,285	61,539	1,324,535	1,437	2,550	3,987	1,328,522
	Percent	79%	34%	95%	63%	85%				76%
Lifetime kWh Savings	Goal	3,902,794	3,896,343	24,753,954	2,033,496	34,586,587	3,762,052	160,846	3,922,898	38,509,485
	Actual	3,026,291	1,310,182	23,959,460	1,103,517	29,399,449	35,927	51,000	86,927	29,486,376
	Percent	78%	34%	97%	54%	85%				77%
Annual MMBtu Savings	Goal	1,746	1,491	11,436	1,800	16,473	12,724	1,507	14,231	30,704
	Actual	240	1,351	9,071	1,012	11,674	6,103	1,135	7,238	18,912
	Percent	14%	91%	79%	56%	71%	48%	75%	51%	62%
Lifetime MMBtu Savings	Goal	41,666	37,137	270,061	45,000	393,865	283,198	29,950	313,148	707,012
	Actual	5,715	33,773	226,468	24,869	290,824	149,500	22,702	172,202	463,026
	Percent	14%	91%	84%	55%	74%	53%	76%	55%	65%

3rd Quarter Report
 January 2020 - September 2020

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	\$ 577,162	\$ 670,225	\$ 6,543,680	\$ 801,804	\$ 8,592,870	\$ 933,162	\$ 222,642	\$ 1,155,804	\$ 9,748,675
	Actual	\$ 389,280	\$ 442,297	\$ 2,454,882	\$ 359,426	\$ 3,645,886	\$ 701,593	\$ 117,138	\$ 818,732	\$ 4,464,618
	Percent	67%	66%	38%	45%	42%	75%	53%	71%	46%
Program Participation	Goal	214	868	1,615	109	2,806	649	54	703	3,509
	Actual	70	80	766	38	954	508	36	544	1,498
	Percent	33%	9%	47%	35%	34%	78%	67%	77%	43%
Annual kWh Savings	Goal	169,081	168,953	1,178,595	93,440	1,610,069	178,695	20,592	199,287	1,809,356
	Actual	103,685	135,256	1,109,418	32,594	1,380,953	113,765	5,782	119,547	1,500,499
	Percent	61%	80%	94%	35%	86%				83%
Lifetime kWh Savings	Goal	2,389,084	2,861,351	15,477,013	1,666,124	22,393,572	1,066,833	265,566	1,332,399	23,725,971
	Actual	2,224,041	2,787,712	24,797,168	416,251	30,225,173	807,571	58,226	865,797	31,090,969
	Percent	93%	97%	160%	25%	135%				131%
Annual MMBtu Savings	Goal	4,126	6,066	58,069	3,209	71,470	11,796	1,716	13,513	84,983
	Actual	2,708	3,538	15,479	1,613	23,338	8,907	766	9,673	33,010
	Percent	66%	58%	27%	50%	33%	76%	45%	72%	39%
Lifetime MMBtu Savings	Goal	65,497	119,858	1,098,218	64,494	1,348,068	209,185	34,137	243,323	1,591,390
	Actual	58,711	81,292	349,720	31,216	520,939	171,638	15,481	187,119	708,058
	Percent	90%	68%	32%	48%	39%	82%	45%	77%	44%

3rd Quarter Report
January 2020 - September 2020

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	\$ 367,436	\$ 858,424	\$ 5,745,856	\$ 1,044,547	\$ 8,016,263	\$ 867,569	\$ 347,114	\$ 1,214,683	\$ 9,230,946
	Actual	\$ 420,645	\$ 727,137	\$ 4,391,402	\$ 855,970	\$ 6,395,153	\$ 644,935	\$ 292,443	\$ 937,378	\$ 7,332,531
	Percent	114%	85%	76%	82%	80%	74%	84%	77%	79%
Program Participation	Goal	13,846	49,672	225,351	35,887	324,756	2,013	812	2,825	327,581
	Actual	17,311	57,163	233,348	25,662	333,483	1,649	312	1,961	335,444
	Percent	125%	115%	104%	72%	103%	82%	38%	69%	102%
Annual kWh Savings	Goal	844,952	2,710,058	13,830,607	2,269,569	19,655,186	123,094	12,455	135,549	19,790,735
	Actual	1,255,609	2,678,593	12,105,132	2,826,081	18,865,415	104,171	12,073	116,244	18,981,659
	Percent	149%	99%	88%	125%	96%				96%
Lifetime kWh Savings	Goal	6,614,198	18,293,411	111,535,201	16,834,728	153,277,539	1,919,000	196,940	2,115,940	155,393,479
	Actual	9,451,601	11,790,962	84,851,278	19,128,078	125,221,919	1,617,676	196,236	1,813,912	127,035,831
	Percent	143%	64%	76%	114%	82%				82%
Annual MMBtu Savings	Goal	184	424	3,561	734	4,903	11,161	5,827	16,988	21,891
	Actual	226	112	22,528	319	23,185	8,555	2,617	11,172	34,357
	Percent	123%	26%	633%	43%	473%	77%	45%	66%	157%
Lifetime MMBtu Savings	Goal	2,631	5,941	51,633	10,733	70,937	188,881	103,964	292,845	363,782
	Actual	3,347	1,568	337,119	4,661	346,695	143,294	46,090	189,384	536,079
	Percent	127%	26%	653%	43%	489%	76%	44%	65%	147%

**3rd Quarter Report
January 2020 - September 2020**

**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	\$ 1,898,824	\$ 624,576	\$ 13,583,836	\$ 1,632,099	\$ 17,739,336	\$ 2,190,676	\$ 740,393	\$ 2,931,069	\$ 20,670,405
	Actual	\$ 543,947	\$ 49,688	\$ 4,114,215	\$ 606,402	\$ 5,314,253	\$ 707,957	\$ 168,898	\$ 876,854	\$ 6,191,107
	Percent	29%	8%	30%	37%	30%	32%	23%	30%	30%
Program Participation	Goal	129	39	1,263	248	1,679	92	93	185	1,864
	Actual	37	4	138	19	198	39	1	40	238
	Percent	29%	10%	11%	8%	12%	42%	1%	21%	13%
Annual kWh Savings	Goal	7,475,707	2,564,148	59,273,605	6,050,964	75,364,424	-	-	-	75,364,424
	Actual	1,558,193	88,530	10,212,239	884,489	12,743,451	(501,839)	-	(501,839)	12,241,612
	Percent	21%	3%	17%	15%	17%				16%
Lifetime kWh Savings	Goal	106,440,508	33,333,927	790,775,263	77,988,573	1,008,538,271	-	-	-	1,008,538,271
	Actual	21,570,947	1,157,706	149,082,420	11,706,798	183,517,871	(7,526,690)	-	(7,526,690)	175,991,181
	Percent	20%	3%	19%	15%	18%				17%
Annual MMBtu Savings	Goal	-	-	-	-	-	65,052	19,095	84,147	84,147
	Actual	-	-	-	-	-	39,835	47	39,882	39,882
	Percent	-	-	-	-	-	61%	0%	47%	47%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	1,037,113	279,652	1,316,765	1,316,765
	Actual	-	-	-	-	-	578,760	566	579,326	579,326
	Percent	-	-	-	-	-	56%	0%	44%	44%

**3rd Quarter Report
January 2020 - September 2020**

**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	\$ 1,208,872	\$ 581,067	\$ 6,678,372	\$ 1,570,430	\$ 10,038,741	\$ 1,805,139	\$ 405,248	\$ 2,210,387	\$ 12,249,128
	Actual	\$ 681,235	\$ 159,853	\$ 3,868,569	\$ 597,604	\$ 5,307,261	\$ 972,794	\$ 260,612	\$ 1,233,406	\$ 6,540,667
	Percent	56%	28%	58%	38%	53%	54%	64%	56%	53%
Program Participation	Goal	247	119	1,189	259	1,814	974	217	1,191	3,005
	Actual	110	22	442	56	630	638	41	679	1,309
	Percent	45%	18%	37%	22%	35%	65%	19%	57%	44%
Annual kWh Savings	Goal	3,007,126	1,209,604	20,790,421	4,224,433	29,231,584	-	1,906	1,906	29,233,490
	Actual	1,707,108	280,834	11,653,147	329,076	13,970,165	(388)	760	372	13,970,537
	Percent	57%	23%	56%	8%	48%				48%
Lifetime kWh Savings	Goal	40,776,426	15,939,068	273,487,062	54,646,487	384,849,044	-	34,713	34,713	384,883,757
	Actual	23,166,827	3,679,125	152,251,501	4,436,190	183,533,643	(7,760)	1,269	(6,491)	183,527,152
	Percent	57%	23%	56%	8%	48%				48%
Annual MMBtu Savings	Goal	-	-	-	-	-	30,789	8,096	38,885	38,885
	Actual	-	-	-	-	-	16,019	4,835	20,854	20,854
	Percent	-	-	-	-	-	52%	60%	54%	54%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	491,863	126,923	618,787	618,787
	Actual	-	-	-	-	-	285,830	78,724	364,554	364,554
	Percent	-	-	-	-	-	58%	62%	59%	59%

**3rd Quarter Report
January 2020 - September 2020**

**Program Results
Municipal Program**

Description		Electric Utilities				Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	
Program Expenses	Budget	\$ 166,713	\$ 163,318	\$ 1,447,985	\$ 265,230	\$ 2,043,245
	Actual	\$ 161,882	\$ 74,032	\$ 434,079	\$ 158,186	\$ 828,179
	Percent	97%	45%	30%	60%	41%
Program Participation	Goal	11	12	55	27	105
	Actual	14	4	43	5	66
	Percent	125%	33%	78%	19%	63%
Annual kWh Savings	Goal	353,603	128,773	3,364,139	459,247	4,305,763
	Actual	385,597	31,639	717,508	22,131	1,156,875
	Percent	109%	25%	21%	5%	27%
Lifetime kWh Savings	Goal	4,938,090	1,674,047	47,452,700	6,812,569	60,877,406
	Actual	5,022,591	422,139	9,192,392	309,831	14,946,953
	Percent	102%	25%	19%	5%	25%
Annual MMBtu Savings	Goal	-	246	3,423	50	3,718
	Actual	189	1,304	-	-	1,493
	Percent	-	531%	0%	0%	40%
Lifetime MMBtu Savings	Goal	-	3,195	51,338	1,000	55,534
	Actual	4,725	19,104	-	-	23,829
	Percent	-	598%	0%	0%	43%

**3rd Quarter Report
January 2020 - September 2020**

**Company-Specific Programs
Liberty Utilities, Unitil and the New Hampshire Electric Cooperative**

Description		Liberty Utilities	Liberty Utilities	New Hampshire Electric Cooperative	Unitil ¹	Unitil 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	\$ 121,300	\$ 286,995	\$ 5,000	\$ 153,784	\$ 69,206
	Actual	\$ 95,569	\$ 265,529	\$ -	\$ 86,769	\$ 41,939
	Percent	79%	93%	0%	56%	61%
Program Participation	Goal	10,256	27,594	-	22,700	9,100
	Actual	9,353	35,145	-	20,299	12,656
	Percent	91%	127%	-	89%	139%
Annual kWh Savings	Goal	453,050	-	-	675,000	-
	Actual	483,944	-	-	844,398	-
	Percent	107%	-	-	125%	-
Lifetime kWh Savings	Goal	1,192,133	-	-	1,851,000	-
	Actual	483,944	-	-	844,398	-
	Percent	41%	-	-	46%	-
Annual MMBtu Savings	Goal	-	7,438	-	-	1,934
	Actual	-	8,515	-	-	3,051
	Percent	-	114%	-	-	158%
Lifetime MMBtu Savings	Goal	-	27,346	-	-	5,304
	Actual	-	8,515	-	-	3,051
	Percent	-	31%	-	-	58%

**3rd Quarter Report
 January 2020 - September 2020**

**Program Results
 Company-Specific Programs
 Eversource**

Description		Smart Start	Customer	C&I	C&I	Total
		Program	Engagement	RFP	Customer	
		Administration	Platform	Program	Partnerships	
Program Expenses	Budget	\$ 30,000	\$ 640,830	\$ 1,482,952	\$ 23,124	\$ 2,176,905
	Actual	\$ 25,684	\$ 381,957	\$ 144,217	\$ 1,553	\$ 553,411
	Percent	86%	60%	10%	7%	25%
Program Participation	Goal	-	-	68	-	68
	Actual	-	-	2	-	2
	Percent	-	-	3%	-	3%
Annual kWh Savings	Goal	-	-	5,948,560	-	5,948,560
	Actual	-	-	222,452	-	222,452
	Percent	-	-	4%	-	4%
Lifetime kWh Savings	Goal	-	-	73,328,524	-	73,328,524
	Actual	-	-	1,730,452	-	1,730,452
	Percent	-	-	2%	-	2%

3rd Quarter Report
 January 2020 - September 2020

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	\$ 72,756	\$ 73,878	\$ 290,517	\$ 74,785	\$ 511,936	\$ 87,944	\$ 18,567	\$ 106,511	\$ 618,447
Actual*	24,874	8,313	181,194	18,905	233,287	21,768	7,886	29,654	262,941
Percent	34%	11%	62%	25%	46%	25%	42%	28%	43%

Activities

Residential Programs

January 24: Lowes, Amherst
 March 5: The Home Depot, Tilton
 April 7: Button Up Workshop
 May 14: Button Up Workshop
 May 27: Button Up Workshop
 June 11: Heat Pump Workshop Part 1
 June 15: Button Up Workshop
 June 18: Heat Pump Workshop Part 2
 August 4: Heat Pump Workshop Part 2
 August 17: Weatherize Upper Valley
 September 21: Home Energy Workshop
 September 24: Home Energy Workshop
 September 30: Home Energy Workshop

Commercial Programs

February 21: Spring 2020 BOC Training, Lakes Region Community College
 March 6-8: 53rd Annual New Hampshire State Home Show, Manchester
 April 28: Choosing Where to Apply PdM Technologies
 April 28: Acuity Academy : Superior Solutions for Outdoor Lighting & Controls
 April 29: Another Successful Thermal Energy Storage Project
 May 7: Germicidal Ultraviolet Disinfection in the Days of COVID-19
 May 7: Innovative Financing Approaches that are Expanding the Opportunity for EE Upgrades
 May 20: Energy Solutions Center – Gas Heat Pump webinar
 May 27: Existing and Emerging Energy-Efficient Gas Technologies
 May 28: Existing and Emerging Energy-Efficient Gas Technologies
 June 2: Efficient Yields Workshop: Facility Design & Optimization
 July 7: Efficient Yields Workshop: Best Practices on Cultivating with Efficient Lighting
 August 4: Efficient Yields Workshop: HVAC Best Practices

3rd Quarter Report
January 2020 - September 2020

Forward Capacity Market (FCM) Proceeds and Expenses

Description	Electric Utilities				Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	
Estimated Annual FCM Proceeds	\$ 609,155	\$ 100,000	\$ 5,834,218	\$ 746,048	\$ 7,289,421
Estimated Annual FCM Expenses	\$ 90,191	\$ 20,000	\$ 150,000	\$ 51,500	\$ 311,691
Actual FCM Proceeds					
Qtr. 1	\$ 174,548	\$ 28,088	\$ 1,339,168	\$ 188,126	\$ 1,729,930
Qtr. 2	170,107	27,145	1,337,826	189,546	1,724,624
Qtr. 3	139,282	27,020	1,563,126	147,124	1,876,551
Qtr. 4	-	-	-	-	-
Total	\$ 483,936	\$ 82,253	\$ 4,240,120	\$ 524,796	\$ 5,331,105
Actual FCM Expenses					
Financial Assurance					
Qtr. 1	\$ -	\$ -	\$ -	\$ -	\$ -
Qtr. 2	-	10,387	1,000	-	11,387
Qtr. 3	-	-	-	-	-
Qtr. 4	-	-	-	-	-
Total	\$ -	\$ 10,387	\$ 1,000	\$ -	\$ 11,387
Other					
Qtr. 1	\$ 3,512	\$ -	\$ 6,348	\$ 2,551	\$ 12,411
Qtr. 2	29,734	-	21,519	9,471	60,724
Qtr. 3	-	-	7,888	-	7,888
Qtr. 4	-	-	-	-	-
Total	\$ 33,246	\$ -	\$ 35,754	\$ 12,022	\$ 81,023
Total Financial Assurance & Other	\$ 33,246	\$ 10,387.0	\$ 36,754	\$ 12,022	\$ 92,410
Actual Net FCM Proceeds*	\$ 450,690	\$ 71,866	\$ 4,203,366	\$ 512,774	\$ 5,238,696

* 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.

3rd Quarter Report
January 2020 - September 2020

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	\$ 5,285	\$ 26,380	\$ 107,267	\$ 52,781	\$ 191,713	\$ 5,773	\$ 29,477	\$ 35,250	\$ 226,963
	External Admin	1,327	4,578	-	1,007	6,911	2,096	729	2,826	9,737
	Rebate/Services	303,850	278,199	3,771,655	238,833	4,592,537	1,214,689	247,588	1,462,277	6,054,814
	Implementation Services	86,003	34,950	138,997	43,466	303,417	70,562	16,440	87,002	390,419
	Marketing	14,899	4,864	132,382	11,721	163,867	36,103	3,934	40,037	203,904
	EM&V	33,681	10,178	236,978	43,581	324,419	46,387	23,268	69,655	394,074
	Total	\$ 445,046	\$ 359,149	\$ 4,387,280	\$ 391,389	\$ 5,582,863	\$ 1,375,610	\$ 321,437	\$ 1,697,047	\$ 7,279,910
ENERGY STAR Homes	Internal Admin	\$ 1,809	\$ 7,349	\$ 30,099	\$ 16,729	\$ 55,986	\$ 5,033	\$ 15,073	\$ 20,106	\$ 76,092
	External Admin	397	1,214	-	332	1,943	1,094	373	1,467	3,409
	Rebate/Services	99,347	70,908	991,903	91,555	1,253,713	317,986	74,428	392,414	1,646,127
	Implementation Services	21,439	21,338	99,345	17,710	159,831	32,526	6,709	39,234	199,065
	Marketing	4,639	1,355	71,192	440	77,626	20,614	9,004	29,618	107,244
	EM&V	10,067	2,109	58,655	14,044	84,875	24,203	11,897	36,100	120,974
	Total	\$ 137,697	\$ 104,274	\$ 1,251,193	\$ 140,810	\$ 1,633,973	\$ 401,455	\$ 117,483	\$ 518,939	\$ 2,152,912
HP w/ENERGY STAR	Internal Admin	\$ 2,361	\$ 32,354	\$ 86,548	\$ 28,433	\$ 149,696	\$ 2,825	\$ 15,720	\$ 18,545	\$ 168,242
	External Admin	637	8,254	-	594	9,485	1,167	389	1,555	11,041
	Rebate/Services	333,967	335,442	1,869,447	241,920	2,780,776	616,162	79,343	695,506	3,476,282
	Implementation Services	30,090	48,389	145,996	59,761	284,236	35,518	7,646	43,164	327,400
	Marketing	6,049	5,966	156,356	2,652	171,024	20,098	1,645	21,744	192,767
	EM&V	16,175	11,893	196,534	26,066	250,668	25,823	12,395	38,218	288,886
	Total	\$ 389,280	\$ 442,297	\$ 2,454,882	\$ 359,426	\$ 3,645,886	\$ 701,593	\$ 117,138	\$ 818,732	\$ 4,464,618
ENERGY STAR Products	Internal Admin	\$ 1,809	\$ 53,112	\$ 92,154	\$ 43,805	\$ 190,880	\$ 4,590	\$ 24,495	\$ 29,085	\$ 219,965
	External Admin	406	8,773	-	770	9,949	1,085	606	1,691	11,640
	Rebate/Services	377,809	556,222	3,992,082	706,813	5,632,926	559,732	244,497	804,228	6,437,154
	Implementation Services	19,599	80,296	11,832	20,237	131,963	35,452	3,145	38,598	170,561
	Marketing	10,725	13,492	146,985	51,401	222,602	20,070	366	20,436	243,039
	EM&V	10,297	15,241	148,349	32,944	206,832	24,006	19,334	43,340	250,172
	Total	\$ 420,645	\$ 727,137	\$ 4,391,402	\$ 855,970	\$ 6,395,153	\$ 644,935	\$ 292,443	\$ 937,378	\$ 7,332,531

3rd Quarter Report
January 2020 - September 2020

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	\$ 1,253	\$ -	\$ 5,875	\$ 1,687	\$ 8,814	\$ 1,248	\$ -	\$ 1,248	\$ 10,063
	External Admin	107	-	-	4,095	4,202	295	-	295	4,496
	Rebate/Services	84,264	-	148,932	78,185	311,382	244,553	34,582	279,135	590,517
	Implementation Services	6,961	-	33,612	8,055	48,628	11,491	2,987	14,479	63,107
	Marketing	-	-	2,097	1,000	3,097	-	4,370	4,370	7,467
	EM&V	17,646	3,116	14,481	529	35,773	7,941	-	7,941	43,714
	Total	\$ 110,231	\$ 3,116	\$ 204,997	\$ 93,550	\$ 411,895	\$ 265,529	\$ 41,939	\$ 307,468	\$ 719,363
Total Residential	Internal Admin	\$ 12,517	\$ 119,195	\$ 321,943	\$ 143,435	\$ 597,090	\$ 19,469	\$ 84,765	\$ 104,234	\$ 701,324
	External Admin	2,873	22,819	-	6,798	32,489	5,736	2,097	7,833	40,323
	Rebate/Services	1,199,237	1,240,772	10,774,019	1,357,306	14,571,334	2,953,122	680,438	3,633,561	18,204,894
	Implementation Services	164,092	184,973	429,782	149,228	928,076	185,549	36,927	222,476	1,150,552
	Marketing	36,313	25,677	509,012	67,214	638,216	96,885	19,319	116,205	754,421
	EM&V	87,867	42,538	654,997	117,164	902,566	128,360	66,894	195,254	1,097,820
	Total	\$ 1,502,899	\$ 1,635,974	\$ 12,689,753	\$ 1,841,145	\$ 17,669,771	\$ 3,389,122	\$ 890,440	\$ 4,279,563	\$ 21,949,334
Total %	Internal Admin	0.8%	7.3%	2.5%	7.8%	3.4%	0.6%	9.5%	2.4%	3.2%
	External Admin	0.2%	1.4%	0.0%	0.4%	0.2%	0.2%	0.2%	0.2%	0.2%
	Rebate/Services	79.8%	75.8%	84.9%	73.7%	82.5%	87.1%	76.4%	84.9%	82.9%
	Implementation Services	10.9%	11.3%	3.4%	8.1%	5.3%	5.5%	4.1%	5.2%	5.2%
	Marketing	2.4%	1.6%	4.0%	3.7%	3.6%	2.9%	2.2%	2.7%	3.4%
	EM&V	5.8%	2.6%	5.2%	6.4%	5.1%	3.8%	7.5%	4.6%	5.0%
	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.

3rd Quarter Report
January 2020 - September 2020

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	\$ 8,099	\$ 2,923	\$ 214,613	\$ 71,484	\$ 297,119	\$ 6,397	\$ 59,146	\$ 65,543	\$ 362,662
	External Admin	2,096	483	-	1,232	3,811	2,739	1,302	4,041	7,852
	Rebate/Services	353,247	17,853	2,651,559	408,227	3,430,885	490,109	32,036	522,145	3,953,030
	Implementation Services	111,655	26,274	550,265	72,324	760,518	99,903	26,911	126,814	887,332
	Marketing	16,432	797	347,065	99	364,392	53,362	7,977	61,339	425,731
	EM&V	52,418	1,359	350,714	53,036	457,527	55,446	41,526	96,972	554,499
	Total	\$ 543,947	\$ 49,688	\$ 4,114,215	\$ 606,402	\$ 5,314,253	\$ 707,957	\$ 168,898	\$ 876,854	\$ 6,191,107
Small Business Energy Solutions	Internal Admin	\$ 6,455	\$ 10,552	\$ 105,513	\$ 68,522	\$ 191,041	\$ 5,409	\$ 32,376	\$ 37,785	\$ 228,826
	External Admin	1,546	1,743	-	1,181	4,470	2,046	713	2,759	7,229
	Rebate/Services	550,239	95,821	2,918,553	400,429	3,965,041	788,956	183,586	972,542	4,937,583
	Implementation Services	76,414	43,956	443,848	47,103	611,321	89,473	21,194	110,667	721,988
	Marketing	10,461	2,875	225,140	30,351	268,828	43,970	-	43,970	312,798
	EM&V	36,121	4,906	175,515	50,018	266,560	42,940	22,744	65,683	332,244
	Total	\$ 681,235	\$ 159,853	\$ 3,868,569	\$ 597,604	\$ 5,307,261	\$ 972,794	\$ 260,612	\$ 1,233,406	\$ 6,540,667
Municipal	Internal Admin	\$ 942	\$ 4,904	\$ 25,206	\$ 12,099	\$ 43,150	\$ -	\$ -	\$ -	\$ 43,150
	External Admin	184	810	-	191	1,185	-	-	-	1,185
	Rebate/Services	145,536	44,875	333,797	88,759	612,967	-	-	-	612,967
	Implementation Services	9,426	19,772	711	48,880	78,789	-	-	-	78,789
	Marketing	1,191	1,392	36,980	-	39,563	-	-	-	39,563
	EM&V	4,603	2,280	37,385	8,257	52,525	-	-	-	52,525
	Total	\$ 161,882	\$ 74,032	\$ 434,079	\$ 158,186	\$ 828,179	\$ -	\$ -	\$ -	\$ 828,179
Other*	Internal Admin	\$ 1,197	\$ 608	\$ 42,372	\$ 2,575	\$ 46,751	\$ 1,105	\$ -	\$ 1,105	\$ 47,856
	External Admin	80	100	-	12,118	12,299	110	-	110	12,409
	Rebate/Services	15,642	6,194	431,004	17,277	470,117	10,424	-	10,424	480,541
	Implementation Services	5,523	209	82,762	-	88,494	5,807	6,863	12,670	101,163
	Marketing	675	920	57,567	8,036	67,198	1,797	1,024	2,820	70,018
	EM&V	21,194	7,554	106,587	7,351	142,685	2,525	-	2,525	145,210
	Total	\$ 44,311	\$ 15,585	\$ 720,291	\$ 47,357	\$ 827,544	\$ 21,768	\$ 7,886	\$ 29,654	\$ 857,198

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

3rd Quarter Report
January 2020 - September 2020

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	\$ 16,692	\$ 18,986	\$ 387,703	\$ 154,680	\$ 578,062	\$ 12,911	\$ 91,521	\$ 104,433	\$ 682,494
	External Admin	3,906	3,136	-	14,722	21,764	4,895	2,015	6,910	28,674
	Rebate/Services	1,064,664	164,743	6,334,912	914,692	8,479,010	1,289,490	215,621	1,505,111	9,984,121
	Implementation Services	203,018	90,210	1,077,587	168,307	1,539,121	195,183	54,968	250,151	1,789,272
	Marketing	28,759	5,984	666,752	38,486	739,981	99,129	9,001	108,129	848,110
	EM&V	114,336	16,099	670,201	118,662	919,298	100,911	64,270	165,181	1,084,478
	Total	\$ 1,431,375	\$ 299,158	\$ 9,137,155	\$ 1,409,549	\$ 12,277,237	\$ 1,702,518	\$ 437,396	\$ 2,139,915	\$ 14,417,152
Total C&I and Municipal %	Internal Admin	1.2%	6.3%	4.2%	11.0%	4.7%	0.8%	20.9%	4.9%	4.7%
	External Admin	0.3%	1.0%	0.0%	1.0%	0.2%	0.3%	0.5%	0.3%	0.2%
	Rebate/Services	74.4%	55.1%	69.3%	64.9%	69.1%	75.7%	49.3%	70.3%	69.3%
	Implementation Services	14.2%	30.2%	11.8%	11.9%	12.5%	11.5%	12.6%	11.7%	12.4%
	Marketing	2.0%	2.0%	7.3%	2.7%	6.0%	5.8%	2.1%	5.1%	5.9%
	EM&V	8.0%	5.4%	7.3%	8.4%	7.5%	5.9%	14.7%	7.7%	7.5%
	Total	100.0%	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	\$ 29,209	\$ 138,182	\$ 709,646	\$ 298,115	\$ 1,175,151	\$ 32,381	\$ 176,286	\$ 208,667	\$ 1,383,818
	External Admin	6,779	25,955	-	21,520	54,254	10,631	4,112	14,743	68,997
	Rebate/Services	2,263,901	1,405,514	17,108,931	2,271,998	23,050,344	4,242,612	896,060	5,138,672	28,189,016
	Implementation Services	367,110	275,183	1,507,369	317,535	2,467,198	380,732	91,895	472,627	2,939,825
	Marketing	65,073	31,661	1,175,764	105,700	1,378,197	196,014	28,320	224,334	1,602,531
	EM&V	202,203	58,637	1,325,198	235,826	1,821,863	229,271	131,164	360,435	2,182,298
	Total	\$ 2,934,274	\$ 1,935,132	\$ 21,826,908	\$ 3,250,694	\$ 29,947,008	\$ 5,091,641	\$ 1,327,837	\$ 6,419,478	\$ 36,366,484
Grand Total % (Residential, C&I and Municipal)	Internal Admin	1.0%	7.1%	3.3%	9.2%	3.9%	0.6%	13.3%	3.3%	3.8%
	External Admin	0.2%	1.3%	0.0%	0.7%	0.2%	0.2%	0.3%	0.2%	0.2%
	Rebate/Services	77.2%	72.6%	78.4%	69.9%	77.0%	83.3%	67.5%	80.0%	77.5%
	Implementation Services	12.5%	14.2%	6.9%	9.8%	8.2%	7.5%	6.9%	7.4%	8.1%
	Marketing	2.2%	1.6%	5.4%	3.3%	4.6%	3.8%	2.1%	3.5%	4.4%
	EM&V	6.9%	3.0%	6.1%	7.3%	6.1%	4.5%	9.9%	5.6%	6.0%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

3rd Quarter Report
January 2020 - September 2020

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	\$ 370,858	\$ 230,637	\$ 2,375,388	\$ 440,493	\$ 3,417,376	\$ 436,131	\$ 122,650	\$ 558,781	\$ 3,976,157
	Actual	\$ 202,203	\$ 58,637	\$ 1,325,198	\$ 235,826	\$ 1,821,863	\$ 229,271	\$ 131,164	\$ 360,435	\$ 2,182,298
	Percent	55%	25%	56%	54%	53%	53%	107%	65%	55%

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	Completed: Q3 2020
Home Performance with Energy Star Impact and Process Evaluation	\$247,718	Opinion Dynamics Corporation	Completed: Q3 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	Completed: Q3 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.		
C&I Demand Response Pilot Evaluation	approx. \$20,000 of the \$387,000 total for MA, CT & NH	ERS	Completed: Q1 2020
Energy Efficiency Potential Study	\$880,000	Dunsky	Completed: Q4 2020
Bill & Rate Impacts Analysis	\$97,000	Synapse Energy Economics, Inc.	Completed: Q3 2020
Technical Reference Manual Review	\$79,500	ERS	Completed: Q3 2020
Lighting Suppliers Study	\$24,000	NMR	Completed: Q3 2020
Lighting Sales Data Analysis	\$10,250	NMR	ECD: Q4 2020
Large Business Impact & Process Evaluation	TBD	TBD	In Contracting
Baseline & Industry Standard Practice Evaluation	TBD	TBD	In Contracting

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

3rd Quarter Report
January 2020 - September 2020

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	\$ 396,066	\$ 690,000	\$ 800,250	\$ 875,000	\$ 150,000
Less: Loans	878,147	631,015	1,622,160	1,448,240	60,781	8,242
Plus: Loan Payments Received	481,582	560,798	1,380,851	1,188,767	15,087	3,401
Less Bad Debt (\$ Written Off)	22,702	-	-	-	-	-
Current Balance	33,733	325,849	448,691	540,777	829,306	145,159
Less: Loans in Process	-	19,971	-	-	-	-
Less: Potential Loans	-	-	-	300,000	-	-
Amount Available to Loan	\$ 33,733	\$ 305,878	\$ 448,691	\$ 240,777	\$ 829,306	\$ 145,159
Maximum Loans and Maximum Term						
Residential	Maximum Loan Maximum Term	\$ 7,500 7 years	\$ 7,500 7 years	\$ 7,500 7 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 5 years	\$ 50,000 5 years
Year-to-date Project Financing Information						
Residential	No. of Projects Financed Average Loan Amount	4 \$ 2,500	11 \$ 3,035	7 \$ 1,434	9 \$ 2,670	4 \$ 2,011
Municipal and C&I ²	No. of Projects Financed Average Loan Amount	14 21,781	- N/A	21 6,161	5 8,232	1 27,010
						3 2,747
						- 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.

3rd Quarter Report
January 2020 - September 2020

Smart Start Program

Description	NHEC	Eversource
Year-to-Date Amount Available to Loan		
Loan Fund Balance ¹	\$ 755,997	\$ 487,753
Less: Year-to-Date Loans	-	454,760
Plus: Loan Repayments (excluding reserve for bad debt)	54,884	666,748
Current Balance	\$ -	\$ 699,741
Less: Loans in Process	-	-
Less: Potential Loans	-	-
Less: Future Committed Loans	-	2,292,786
Add: Anticipated Loan Repayments Thru Year End	810,881	-
Amount Available to Loan	\$ -	\$ (1,593,045)
Year-to-Date Reserve for Bad Debt (Uncollectibles)		
Initial Balance ¹	\$ -	\$ 68,036
Plus: Bad Debt Collections ²	-	40,005
Less: Bad Debt Charges	-	-
Ending Balance	\$ -	\$ 108,041
Year-to-date Administrative and Implementation Expenses ³	\$ -	\$ 25,838
Year-to-date Payments to Contractors Supporting Customer Projects	\$ -	\$ 454,760
Year-to-date Performance Incentive ⁴	\$ -	\$ 40,005
Year-to-date Project Financing Information		
Municipal and C&I ⁵		
No. of Projects Financed	-	4
Total Loan Amount	\$ -	\$ 454,760
Average Loan Amount	\$ -	\$ 113,690
Lifetime kWh Savings ⁶	-	3,343,457
Lifetime MMBTU Savings ⁶	-	-
Lifetime kWh Savings ⁷	-	-
Lifetime MMBTU Savings ⁷	-	-
Lifetime Electric Bill Savings	\$ -	\$ 42,248

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)

3rd Quarter Report
January 2020 - September 2020

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	\$ 11,942	\$ 50,397	\$ 1,500	\$ 69,630	\$ 7,964	\$ 3,200	\$ 11,164	\$ 80,794
Less: Interest Rate Buy-Downs Paid	\$ 507	\$ 2,898	\$ 6,798	\$ 2,194	\$ 12,397	\$ 805	\$ -	\$ 805	\$ 13,202
Remaining Budget	\$ 5,284	\$ 9,044	\$ 43,599	\$ (694)	\$ 57,233	\$ 7,159	\$ 3,200	\$ 10,359	\$ 67,591
Less: Potential Interest Rate Buy-Downs ¹	\$ 818	\$ 323	\$ -	\$ -	\$ 1,140	\$ 805	\$ -	\$ 805	\$ 1,946
Amount Available for Interest Rate Buy-Downs	\$ 4,466	\$ 8,721	\$ 43,599	\$ (694)	\$ 56,092	\$ 6,354	\$ 3,200	\$ 9,554	\$ 65,646
Year-to-date Project Loan Information									
No. of Projects Financed	3	3	9	3	18	1	-	1	19
Total Project Cost ²	\$ 26,040	\$ 33,997	\$ 2,094,580	\$ -	\$ 2,154,617	\$ 21,472	\$ -	\$ 21,472	\$ 2,176,089
Average Project Cost ²	\$ 8,680	\$ 11,332	\$ 232,731	\$ -	\$ 119,701	\$ 21,472	\$ -	\$ 21,472	\$ 114,531
Total Loan Amount	\$ 8,521	\$ 24,746	\$ 1,242,095	\$ 21,112	\$ 1,296,474	\$ 8,643	\$ -	\$ 8,643	\$ 1,305,117
Average Loan Amount	\$ 2,840	\$ 8,249	\$ 138,011	\$ 7,037	\$ 72,026	\$ 8,643	\$ -	\$ 8,643	\$ 68,690
Average Loan Term (years)	2.7	5.3	4.3	5.0	4.3	5.0	-	5.0	4.4
Total Interest Rate Buy-Down Amount	\$ 507	\$ 2,898	\$ 6,798	\$ 2,194	\$ 12,398	\$ 805	\$ -	\$ 805	\$ 13,203
Average Interest Rate Buy-Down Amount	\$ 169	\$ 966	\$ 755	\$ 731	\$ 689	\$ 805	\$ -	\$ 805	\$ 695
Average Gross Interest Rate	6.33%	6.49%	6.55%	5.99%	6.41%	5.99%	-	5.99%	6.39%
Average Customer Interest Rate	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
Average Sq. Footage of Home (HPWES Projects)	1,997	1,753	1,907	1,904	1,896	6,826	-	6,826	2,155
Total Estimated Annual Space Heating Energy Savings (MMBtu) ³	82	143	527	-	752	118	-	118	870
Average Estimated Annual Space Heating Energy Savings (MMBtu)	12	48	59	-	42	118	0	118	46
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.

3rd Quarter Report
January 2020 - September 2020

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	36	1,202,362	22	342,068	600	7,891,278	37	386,818	695	9,822,526
Expenses / Lifetime MMBtu Savings	\$445,046	10,073	\$359,149	16,796	\$4,387,280	157,435	\$391,389	7,659	\$5,582,863	191,964
Home Performance w/ENERGY STAR										
Number of Rebates / Lifetime kWh Savings	70	2,224,041	80	2,787,712	766	24,797,168	38	416,251	954	30,225,173
Expenses / Lifetime MMBtu Savings	\$389,280	58,711	\$442,297	81,292	\$2,454,882	349,720	\$359,426	31,216	\$3,645,886	520,939
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	36	3,026,291	21	1,310,182	513	23,959,460	38	1,103,517	608	29,399,449
Expenses / Lifetime MMBtu Savings	\$137,697	5,715	\$104,274	33,773	\$1,251,193	226,468	\$140,810	24,869	\$1,633,973	290,824
ENERGY STAR Products										
Number of Rebates / Lifetime kWh Savings	17,311	9,451,601	57,163	11,790,962	233,348	84,851,278	25,662	19,128,078	333,483	125,221,919
Expenses / Lifetime MMBtu Savings	\$420,645	3,347	\$727,137	1,568	\$4,391,402	337,119	\$855,970	4,661	\$6,395,153	346,695
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	37	21,570,947	4	1,157,706	138	149,082,420	19	11,706,798	198	183,517,871
Expenses / Lifetime MMBtu Savings	\$543,947	0	\$49,688	0	\$4,114,215	0	\$606,402	0	\$5,314,253	0
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	110	23,166,827	22	3,679,125	442	152,251,501	56	4,436,190	630	183,533,643
Expenses / Lifetime MMBtu Savings	\$681,235	0	\$159,853	0	\$3,868,569	0	\$597,604	0	\$5,307,261	0
Municipal Program										
Number of Participants / Lifetime kWh Savings	14	5,022,591	4	422,139	43	9,192,392	5	309,831	66	14,946,953
Expenses / Lifetime MMBtu Savings	\$161,882	4,725	\$74,032	19,104	\$434,079	0	\$158,186	0	\$828,179	23,829
Educational Programs										
Expenses	\$24,874		\$8,313		\$181,194		\$18,905		\$233,287	
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	9,353	483,944	0	0	2	1,730,452	20,299	844,398	29,654	3,058,794
Expenses / Lifetime MMBtu Savings	\$129,668	0	\$10,388	0	\$718,411	0	\$108,243	0	\$966,709	0
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$0		\$25,684		\$0		\$25,684	
Total Program Expenses	\$2,934,274		\$1,935,132		\$21,826,908		\$3,236,935		\$29,933,249	

3rd Quarter Report
January 2020 - September 2020
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	32	1,077,465	19	302,042	540	7,098,709	33	348,713	625	8,826,930
Expenses / Lifetime MMBtu Savings	\$398,816	9,027	\$317,125	14,831	\$3,946,639	141,623	\$352,833	6,905	\$5,015,413	172,386
Home Performance w/ENERGY STAR										
Number of Rebates / Lifetime kWh Savings	70	2,224,041	80	2,787,712	766	24,797,168	38	416,251	920	31,027,422
Expenses / Lifetime MMBtu Savings	\$389,280	58,711	\$442,297	81,292	\$2,454,882	349,720	\$359,426	31,216	\$3,645,886	467,943
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	36	3,026,291	21	1,310,182	513	23,959,460	38	1,103,517	608	29,399,449
Expenses / Lifetime MMBtu Savings	\$137,697	5,715	\$104,274	33,773	\$1,251,193	226,468	\$140,810	24,869	\$1,633,973	290,824
ENERGY STAR Products										
Number of Rebates / Lifetime kWh Savings	17,311	9,451,601	57,163	11,790,962	233,348	84,851,278	25,662	19,128,078	316,209	137,341,265
Expenses / Lifetime MMBtu Savings	\$420,645	3,347	\$727,137	1,568	\$4,391,402	337,119	\$855,970	4,661	\$6,395,153	343,348
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	37	21,570,947	4	1,157,706	138	149,082,420	19	11,706,798	271	185,113,751
Expenses / Lifetime MMBtu Savings	\$543,947	0	\$49,688	0	\$4,114,215	0	\$606,402	0	\$5,314,253	0
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	110	23,166,827	22	3,679,125	442	152,251,501	56	4,436,190	630	183,533,643
Expenses / Lifetime MMBtu Savings	\$681,235	0	\$159,853	0	\$3,868,569	0	\$597,604	0	\$5,307,261	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	\$24,874		\$8,313		\$181,194		\$18,905		\$233,287	
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	9,353	483,944	0	0	2	1,730,452	20,299	844,398	29,654	3,058,794
Expenses / Lifetime MMBtu Savings	\$129,668	0	\$10,388	0	\$718,411	0	\$108,243	0	\$966,709	0
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$0		\$25,684		\$0		\$25,684	
Total Program Expenses	\$2,726,162		\$1,819,076		\$20,952,188		\$3,040,193		\$28,537,619	

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

3rd Quarter Report
 January 2020 - September 2020
 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	4	124,897	3	40,026	60	792,569	4	38,105	70	995,597
Expenses / Lifetime MMBtu Savings	\$46,230	1,046	\$42,024	1,965	\$440,641	15,812	\$38,555	754	\$567,450	19,578
Municipal Program										
Number of Participants / Lifetime kWh Savings	14	5,022,591	4	422,139	43	9,192,392	5	309,831	66	14,946,953
Expenses / Lifetime MMBtu Savings	\$161,882	4,725	\$74,032	19,104	\$434,079	0	\$158,186	0	\$828,179	23,829
Total Program Expenses	\$208,112		\$116,056		\$874,720		\$196,741		\$1,395,629	

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

3rd Quarter Report
January 2020 - September 2020

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

	LU-Gas		Unitil-Gas		Total	
Home Energy Assistance						
Number of Units	554		27		581	
Expenses / Lifetime MMBtu Savings	\$1,375,610	134,339	\$321,437	23,998	\$1,697,047	158,337
Home Performance w/ENERGY STAR						
Number of Units	508		36		544	
Expenses / Lifetime MMBtu Savings	\$701,593	171,638	\$117,138	15,481	\$818,732	187,119
ENERGY STAR Homes						
Number of Homes	130		19		149	
Expenses / Lifetime MMBtu Savings	\$401,455	149,500	\$117,483	22,702	\$518,939	172,202
ENERGY STAR Products						
Number of Rebates	1,649		312		1,961	
Expenses / Lifetime MMBtu Savings	\$644,935	143,294	\$292,443	46,090	\$937,378	189,384
Large Business Energy Solutions						
Number of Participants	39		1		40	
Expenses / Lifetime MMBtu Savings	\$707,957	578,760	\$168,898	566	\$876,854	579,326
Small Business Energy Solutions						
Number of Participants	638		41		679	
Expenses / Lifetime MMBtu Savings	\$972,794	285,830	\$260,612	78,724	\$1,233,406	364,554
Educational Programs						
Expenses	\$21,768		\$7,886		\$29,654	
Company Specific Programs / FCM Expenses						
Number of Participants	35,145		0		35,145	
Expenses / Lifetime MMBtu Savings	\$265,529	8,515	\$41,939	0	\$307,468	8,515
Total Program Expenses	\$5,091,641		\$1,327,837		\$6,419,478	

**3rd Quarter Report
 January 2020 - September 2020**

Demand Reduction Initiative

Description		Electric Utilities		Grand Total
		Eversource	Unitil	
Program Expenses	Budget	\$ 380,187	\$ 90,000	\$ 470,187
	Actual	\$ 122,206	\$ 13,759	\$ 135,965
	Percent	32%	15%	29%

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.