

Program Cost-Effectiveness - 2020 ACTUAL

	Total Resource Benefit / Cost Ratio (w/out PI)	Benefit (\$000)	Utility Costs (\$000)	Customer Costs (\$000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings	
Residential Programs												
Home Energy Assistance	0.83	\$ 356.706	\$ 431.087	\$ -	3.364	67.211	1.6	0.1	62	1,912.3	39,154.0	
Energy Star Homes	1.02	\$ 187.133	\$ 151.481	\$ 32.428	0.300	6.000	0.0	0.0	24	1,125.5	22,510.2	
Home Performance with Energy Star	1.19	\$ 409.916	\$ 270.911	\$ 73.745	39.660	377.037	2.9	1.8	92	2,261.3	49,206.9	
Energy Star Products	0.89	\$ 587.872	\$ 369.047	\$ 292.867	15.209	248.652	5.9	1.1	506	3,830.9	67,631.0	
Home Energy Reports	0.95	\$ 52.987	\$ 55.847	\$ -	-	-	-	-	12,990	5,387.6	5,387.6	
Sub-Total Residential	0.95	\$ 1,594.614	\$ 1,278.372	\$ 399.040	58.534	698.900	10.4	3.0	13,674	14,517.6	183,889.7	
Commercial, Industrial & Municipal												
Large Business Energy Solutions	2.18	\$ 1,203.326	\$ 430.704	\$ 120.952	(3.452)	(49.874)	(0.2)	(0.2)	10	13,171.4	159,510.3	
Small Business Energy Solutions	1.62	\$ 1,380.760	\$ 538.735	\$ 315.204	0.539	9.941	0.0	-	156	11,069.8	164,111.9	
Education	-	\$ -	\$ 7.886	\$ -	-	-	-	-	-	-	-	
Sub-Total Commercial & Industrial	1.83	\$ 2,584.087	\$ 977.325	\$ 436.156	(2.913)	(39.933)	(0.2)	(0.2)	166	24,241.2	323,622.1	
Total	1.35	\$ 4,178.701	\$ 2,255.697	\$ 835.195	55.621	659.0	10.3	2.7	13,840	38,758.8	507,511.8	

Program Cost-Effectiveness - 2020 PLAN

	Total Resource Benefit / Cost		Utility Costs	Customer	Annual MWh	Lifetime MWh	Winter kW	Summer kW	Number of	Annual	Lifetime	
	Ratio (w/out PI)	Benefit (\$000)	(\$000)	Costs (\$000)	Savings	Savings	Savings	Savings	Customers Served	MMBTU Savings	MMBTU Savings	
Residential Programs												
Home Energy Assistance	1.03	\$ 426.8	413.0	-	12.3	125.2	1.4	1.0	70	2,136.8	44,343.1	
Energy Star Homes	1.01	\$ 274.4	213.2	57.4	10.1	160.8	2.3	1.6	49	1,506.5	29,950.0	
Home Performance with Energy Star	1.01	\$ 327.7	222.6	101.7	20.6	265.6	1.8	2.9	54	1,716.5	34,137.2	
Energy Star Products	1.07	\$ 880.9	347.1	478.8	12.5	196.9	6.3	-	812	5,826.8	103,963.6	
	-	\$ -	-	-	-	-	-	-	-	-	-	
Home Energy Reports	0.83	\$ 57.2	69.2	-	-	-	-	-	9,100	1,934.0	5,304.5	
Sub-Total Residential	1.03	\$ 1,966.9	1,265.1	637.9	55.4	748.6	11.8	5.4	10,085	13,120.6	217,698.4	
Commercial, Industrial & Municipal												
Large Business Energy Solutions	1.87	\$ 2,335.3	740.4	511.3	-	-	-	-	93	19,094.2	278,343.2	
Small Business Energy Solutions	1.74	\$ 1,005.3	405.2	172.5	1.9	34.7	0.1	-	217	8,096.4	126,923.4	
Education	-	\$ -	18.6	-	-	-	-	-	-	-	-	
Sub-Total Commercial & Industrial	1.81	\$ 3,340.6	1,164.2	683.7	1.9	34.7	0.1	-	310	27,190.6	405,266.6	
Total	1.41	\$ 5,307.6	2,429.4	1,321.6	57.3	783.3	11.9	5.4	10,395	40,311.2	622,965.0	

Present Value Benefits - 2020 ACTUAL

	Total Benefits (\$000)	Resource Benefits (\$000)												Non-Resource Benefits (\$000)					
		Electric								Non-Electric				Total Resource Benefits	Fossil Emissions	Other Non-Resource Benefit	Total Non Resource Benefits		
		CAPACITY				ENERGY				DRIPE	Total Electric Benefit	Gas Benefits						Total Gas Benefits	Water Benefit
		Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak			Electric DRIPE	Gas Benefit						
Residential Programs																			
Home Energy Assistance	\$ 356.7	\$ 0.1	\$ -	\$ 0.1	\$ 0.1	\$ 1.7	\$ 1.6	\$ 0.1	\$ 0.1	\$ 0.2	\$ 4.0	\$ 255.0	\$ 8.5	\$ 263.5	\$ -	\$ 267.5	\$ 35.7	\$ 53.5	\$ 89.2
Energy Star Homes	\$ 187.1	\$ 0.1	\$ -	\$ 0.1	\$ 0.1	\$ 0.1	\$ 0.1	\$ 0.0	\$ 0.0	\$ 0.0	\$ 0.5	\$ 146.6	\$ 4.7	\$ 151.3	\$ -	\$ 151.8	\$ 20.2	\$ 15.2	\$ 35.3
Home Performance with Energy Star	\$ 409.9	\$ 1.1	\$ -	\$ 1.5	\$ 1.3	\$ 9.4	\$ 7.0	\$ 2.6	\$ 1.5	\$ 1.5	\$ 26.0	\$ 291.5	\$ 9.2	\$ 301.2	\$ 4.1	\$ 331.2	\$ 46.0	\$ 32.7	\$ 78.7
Energy Star Products	\$ 587.9	\$ 1.0	\$ -	\$ 1.2	\$ 1.0	\$ 6.2	\$ 6.1	\$ 0.5	\$ 0.6	\$ 0.7	\$ 17.3	\$ 448.5	\$ 15.4	\$ 463.9	\$ -	\$ 481.2	\$ 58.6	\$ 48.1	\$ 106.7
Home Energy Reports	\$ 53.0	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 42.4	\$ 2.5	\$ 44.9	\$ -	\$ 44.9	\$ 3.6	\$ 4.5	\$ 8.1
Sub-Total Residential	\$ 1,594.6	\$ 2.3	\$ -	\$ 2.9	\$ 2.5	\$ 17.5	\$ 14.8	\$ 3.1	\$ 2.3	\$ 2.4	\$ 47.8	\$ 1,184.4	\$ 40.4	\$ 1,224.7	\$ 4.1	\$ 1,276.6	\$ 164.0	\$ 154.0	\$ 318.0
Commercial/Industrial Programs																			
Large Business Energy Solutions	\$ 1,203.3	\$ (0.2)	\$ -	\$ (0.2)	\$ (0.2)	\$ (1.0)	\$ (1.1)	\$ (0.3)	\$ (0.2)	\$ (0.2)	\$ (3.5)	\$ 938.2	\$ 42.4	\$ 980.6	\$ -	\$ 977.1	\$ 128.5	\$ 97.7	\$ 226.2
Small Business Energy Solutions	\$ 1,380.8	\$ -	\$ -	\$ -	\$ -	\$ 0.2	\$ 0.3	\$ -	\$ 0.0	\$ 0.0	\$ 0.6	\$ 958.7	\$ 37.8	\$ 996.5	\$ 146.1	\$ 1,143.1	\$ 137.9	\$ 99.7	\$ 237.6
Sub-Total Commercial & Industrial	\$ 2,584.1	\$ (0.2)	\$ -	\$ (0.2)	\$ (0.2)	\$ (0.8)	\$ (0.8)	\$ (0.3)	\$ (0.2)	\$ (0.1)	\$ (2.9)	\$ 1,896.8	\$ 80.3	\$ 1,977.1	\$ 146.1	\$ 2,120.3	\$ 266.4	\$ 197.4	\$ 463.8
Total	\$ 4,178.7	\$ 2.1	\$ -	\$ 2.7	\$ 2.3	\$ 16.7	\$ 14.0	\$ 2.9	\$ 2.0	\$ 2.3	\$ 44.9	\$ 3,081.2	\$ 120.6	\$ 3,201.8	\$ 150.2	\$ 3,396.9	\$ 430.4	\$ 351.4	\$ 781.8

Present Value Benefits - 2020 PLAN

	Total Benefits (\$000)	Resource Benefits (\$000)													Non-Resource Benefits (\$000)				
		CAPACITY				ENERGY				DRIPE Electric DRIPE	Total Electric Benefit	Non-Electric			Total Resource Benefits	Fossil Emissions	Other Non- Resource Benefit	Total Non Resource Benefits	
		Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak			Gas Benefits		Total Gas Benefits					Water Benefit
										Gas Benefit	Gas DRIPE								
Residential Programs																			
Home Energy Assistance	\$ 426.8	\$ 1.1	\$ -	\$ 1.2	\$ 1.1	\$ 2.7	\$ 2.4	\$ 0.9	\$ 0.8	\$ 0.5	\$ 10.9	\$ 299.1	\$ 9.6	\$ 308.7	\$ 1.1	\$ 320.7	\$ 42.2	\$ 63.9	\$ 106.1
Energy Star Homes	\$ 274.4	\$ 1.5	\$ -	\$ 1.7	\$ 1.5	\$ 3.4	\$ 2.6	\$ 1.4	\$ 1.1	\$ 0.4	\$ 13.7	\$ 203.2	\$ 6.6	\$ 209.8	\$ 0.6	\$ 224.1	\$ 27.9	\$ 22.4	\$ 50.2
Home Performance with Energy Star	\$ 327.7	\$ 3.6	\$ -	\$ 3.8	\$ 3.3	\$ 4.8	\$ 5.3	\$ 1.9	\$ 2.1	\$ 0.9	\$ 25.8	\$ 235.3	\$ 8.0	\$ 243.3	\$ -	\$ 269.1	\$ 31.7	\$ 26.9	\$ 58.6
Energy Star Products	\$ 880.9	\$ -	\$ -	\$ -	\$ -	\$ 5.8	\$ 5.3	\$ 0.1	\$ 0.1	\$ 0.6	\$ 11.9	\$ 683.1	\$ 20.5	\$ 703.6	\$ -	\$ 715.5	\$ 93.8	\$ 71.6	\$ 165.4
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Home Energy Reports	\$ 57.2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 45.1	\$ 3.5	\$ 48.6	\$ -	\$ 48.6	\$ 3.7	\$ 4.9	\$ 8.6
Sub-Total Residential	\$ 1,966.9	\$ 6.3	\$ -	\$ 6.8	\$ 5.9	\$ 16.8	\$ 15.6	\$ 4.3	\$ 4.0	\$ 2.4	\$ 62.2	\$ 1,465.9	\$ 48.2	\$ 1,514.0	\$ 1.8	\$ 1,578.0	\$ 199.4	\$ 189.6	\$ 388.9
Commercial/Industrial Programs																			
Large Business Energy Solutions	\$ 2,335.3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,820.1	\$ 85.0	\$ 1,905.1	\$ -	\$ 1,905.1	\$ 239.7	\$ 190.5	\$ 430.2
Small Business Energy Solutions	\$ 1,005.3	\$ -	\$ -	\$ -	\$ -	\$ 0.8	\$ 1.1	\$ -	\$ 0.0	\$ 0.1	\$ 2.0	\$ 775.4	\$ 30.6	\$ 806.1	\$ 3.8	\$ 811.9	\$ 112.6	\$ 80.8	\$ 193.4
Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 3,340.6	\$ -	\$ -	\$ -	\$ -	\$ 0.8	\$ 1.1	\$ -	\$ 0.0	\$ 0.1	\$ 2.0	\$ 2,595.5	\$ 115.7	\$ 2,711.2	\$ 3.8	\$ 2,717.0	\$ 352.3	\$ 271.3	\$ 623.6
Total	\$ 5,307.6	\$ 6.3	\$ -	\$ 6.8	\$ 5.9	\$ 17.6	\$ 16.8	\$ 4.3	\$ 4.0	\$ 2.5	\$ 64.2	\$ 4,061.4	\$ 163.8	\$ 4,225.2	\$ 5.6	\$ 4,295.0	\$ 551.6	\$ 460.9	\$ 1,012.5

Performance Incentive Calculation - 2020 ACTUAL

Portfolio Planned Versus Actual Performance - 2020										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned	Actual PI	Source
1 Lifetime MMBtu Savings	622,965	467,224	507,512	81%	2.475%	2.016%	\$ 60,127	\$ 75,158	\$ 45,482	Planned and Actual from Cost Eff Tab
2 Annual MMBtu Savings	40,311	30,233	38,759	96%	1.100%	1.058%	\$ 26,723	\$ 33,404	\$ 23,857	Planned and Actual from Cost Eff Tab
3 Total Resource Benefits	\$ 4,295,031		\$ 3,396,874	79%						Planned and Actual from Benefits Tab
4 Total Utility Costs ¹	\$ 2,429,357		\$ 2,255,697	93%						Planned and Actual from Cost Eff Tab
5 Net Benefits	\$ 1,865,674	\$ 1,399,255	\$ 1,141,177	61%	1.925%	0.000%	\$ 46,765	\$ 58,456	\$ -	Line 5 minus line 6
6 Total					5.500%	3.074%	\$ 133,615	\$ 167,018	\$ 69,339	

	Total Resource Cost Test		
	Planned	Actual	Source
7 Total Benefits (incl. NEIs)	\$ 5,307,561	\$ 4,178,701	Planned and Actual from Cost Eff Tab
8 Performance Incentive	\$ 133,615	\$ 69,339	from row 6 above
9 Participant Costs	\$ 1,576,440	\$ 835,195	Planned and Actual from Cost Eff Tab
10 Total Utility Costs	\$ 2,429,357	\$ 2,255,697	from row 4 above
11 Portfolio TRC BCR	1.28	1.32	row 9 divided by rows 10+11+12

All dollar values are expressed in 2020 dollars

¹ Note that in order to avoid a circular reference in the calculation of performance incentive, "Total Utility Costs" does not include the value of PI.

**2020 Annual Report Reconciliation
 Northern Utilities - Unitil Gas
 January 1, 2020 - December 31, 2020**

		Total 2020
1. Beginning Balance: 1/1/2020	(Over)/Under	\$ (124,468)
Revenues		
2. Energy Efficiency Charge Revenue		\$ 2,322,874
3. Interest		\$ (9,145)
4. Total Funding	Σ Lines 2 - 3	\$ 2,313,729
Expenses		
5. Program Expenses		\$ 2,255,679
6. Current Year Planned Performance Incentive		\$ 100,211
7. PI Prior Year(s) True Up		\$ 8,641
8. Transfer to OBF		\$ 391,000
8. Total Expenses	Σ Lines 5 thru 7	\$ 2,755,531
9. Ending Balance: 12/31/2020	Lines 1 - 4 + 8	\$ 317,334

Notes:

Line 6: Current Year Planned PI reflects what was budgeted and booked in current year model

2020 Annual Report Reconciliation

Northern Utilities - On-Bill Financing January 1, 2020 - December 31, 2020

Revenue and Expense Reconciliation

	<u>Resi</u>	<u>C&I</u>	<u>Total</u>
2019 Activity			
New Funding 2019	\$30,000	\$53,000	\$83,000
Loans to Customers 2019	(\$7,766)	\$0	(\$7,766)
Payments from Customers 2019	\$1,042	\$0	\$1,042
Ending Balance 2019	\$23,276	\$53,000	\$76,276
2020 Activity			
New Funding 2020	\$75,000	\$150,000	\$225,000
Loans to Customers 2020	(\$12,952)	\$0	(\$12,952)
Payments from Customers 2020	\$7,249	\$0	\$7,249
Ending Balance 2020	\$92,573	\$203,000	\$295,573

Northern Utilities, Inc.
NHPUC Docket No. DE 17-136
2020 Annual Report – Lost Base Revenue

In accordance with the requirements of the Settlement Agreement approved by the New Hampshire Public Utilities Commission in Order No. 25,976, dated December 23, 2016 in DE 14-216, Northern Utilities, Inc. (“NUI”) herein provides its calculation of lost base revenue (“LBR”) for 2020. A description of how the Average Distribution Rate (“ADR”) for lost revenue was calculated, including information on the inclusion or exclusion of relevant inputs such as customer charges and meter charges is included herein. As required, the billing determinants in these calculations are based on 2020 data and rates in effect throughout 2020. The reconciliation of LBR with revenue collected through the Lost Revenue Rate is also provided as part of this report. The contents of the report are provided below.

Page 1 provides the total LBR for January through December 2020. The calculation is based on the therm savings provided on page 3 and the ADRs provided on page 4.

Page 2 provides a reconciliation of the 2020 LBR from page 1 with revenues collected through the Lost Revenue Rate.

Page 3 provides program year 2020 savings for the LBR calculations.

Page 4 provides the calculation of the ADR for the January 1 to April 30, 2020 period, May-October 2020 period and the November-December 2020 period. The periods reflect seasonal rate changes.

Page 5 provides supporting detail for the ADR calculated on page 4.

Pages 6 through 9 provide supporting documentation of the customer charges and distribution rates in effect January 1 to April 30, 2020, which are used in the calculations on page 5.

Pages 10 through 13 provide supporting documentation of the customer charges and distribution rates in effect May 1 to October 31, 2020, which are used in the calculations on page 5.

Pages 14 through 17 provide supporting documentation of the customer charges and distribution rates in effect November 1 to December 31, 2020, which are used in the calculations on page 5.

Page 18 provides supporting documentation for billing determinants used in the ADR calculations. This data was extracted from the company’s billing system. Note that customer counts for each rate class shown on page 5 were derived by dividing customer charge revenue by the customer charge in effect. This method was used since customer counts change throughout the month. Dividing customer charge revenue by the customer charge in effect results in a customer count that reflects the billing determinant for the month. As indicated above, the ADR does not include customer charges so this method has no impact on LBR.

With respect to the calculation of ADR, as shown on page 4, NUI calculated an ADR for each sector by dividing the total therm distribution revenue by the therms for the applicable time period. Details by class are shown on page 5. As shown, the therm distribution revenue is calculated by multiplying the distribution rates that were billed for the period by the billing determinants for the same period. As indicated above, NUI calculated ADR for three periods (January-April 30, 2020, May-October 2020 and November-December 2020), corresponding to distribution rate changes in effect in 2020. The January through April period uses rates in effect for the Winter Season. The May through October period uses Summer Season rates. The November through December period uses Winter Season rates.

Northern Utilities
Actual Monthly and Cumulative Savings (Therms) and Lost Base Revenue
 January 1, 2020 to December 31, 2020

Line	Description	12/31/2019	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	2020
			Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Annual Savings
	Col. A	Col. B	Col. C	Col. D	Col. E	Col. F	Col. G	Col. H	Col. I	Col. J	Col. K	Col. L	Col. M	Col. N	Col. O
1	Residential Annualized Savings	-	-	16,204	15,242	7,355	918	4,876	3,827	30,944	14,644	24,534	7,203	19,430	145,176
2	C&I Annualized Savings	-	10,885	3,916	3,966	2,324	14,685	4,167	494	783	7,393	13,748	34,019	146,033	242,412
3	Total		10,885	20,120	19,209	9,679	15,603	9,042	4,321	31,727	22,037	38,282	41,222	165,463	387,589
															Total 2020
			Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	LBR
4	Monthly Residential Savings		-	1,350	1,270	613	76	406	319	2,579	1,220	2,044	600	1,619	12,098
5	Cumulative Residential Savings		-	1,350	2,621	3,233	3,310	3,716	4,035	6,614	7,834	9,879	10,479	12,098	65,169
6	Average Residential Distribution Rate		0.6916	0.6916	0.6916	0.6916	0.6108	0.6108	0.6108	0.6108	0.6108	0.6108	0.6915	0.6915	
7	Lost Residential Revenue		\$ -	\$ 934	\$ 1,812	\$ 2,236	\$ 2,022	\$ 2,270	\$ 2,465	\$ 4,040	\$ 4,785	\$ 6,034	\$ 7,246	\$ 8,366	\$ 42,209
8	Monthly C&I Savings		907	326	331	194	1,224	347	41	65	616	1,146	2,835	12,169	20,201
9	Cumulative C&I Savings		907	1,233	1,564	1,758	2,981	3,329	3,370	3,435	4,051	5,197	8,032	20,201	56,057
10	Average C&I Distribution Rate		0.2010	0.2010	0.2010	0.2010	0.1204	0.1204	0.1204	0.1204	0.1204	0.1204	0.1976	0.1976	
11	Lost C&I Revenue		\$ 182	\$ 248	\$ 314	\$ 353	\$ 359	\$ 401	\$ 406	\$ 414	\$ 488	\$ 626	\$ 1,587	\$ 3,992	\$ 9,369
12	Total Lost Revenue		\$ 182	\$ 1,182	\$ 2,127	\$ 2,590	\$ 2,381	\$ 2,671	\$ 2,870	\$ 4,453	\$ 5,273	\$ 6,660	\$ 8,833	\$ 12,358	51,578

Line 1: Actual Therm Savings - See page 3

Line 2: Actual Therm Savings - See page 3

Line 3: Line 1 + Line 2

Line 4: Line 1 / 12

Line 5: Prior Month Line 5 + Current Month Line 4

Line 6: Page 4, Line 4, Col. 3; Page 4, Line 20, Col. 3

Line 7: Line 5 x Line 6

Line 8: Line 2 / 12

Line 9: Prior Month Line 9 + Current Month Line 8

Line 10: Page 4, Line 11, Col. 3; Page 4, Line 27, Col. 3

Line 11: Line 9 x Line 10

Line 12: Line 7 + Line 11

Northern Utilities
 Lost Revenue Reconciliation
 2020

Line	Sector / Description	Unit	Prior	Actual Jan-20	Actual Feb-20	Actual Mar-20	Actual Apr-20	Actual May-20	Actual Jun-20	Actual Jul-20	Actual Aug-20	Actual Sep-20	Actual Oct-20	Actual Nov-20	Actual Dec-20	Total
1	RESIDENTIAL															
2	Beginning Balance - (Over)/Under	\$'s		\$ 47,805	\$ 12,697	\$ (22,223)	\$ (51,097)	\$ (70,434)	\$ (83,993)	\$ (88,612)	\$ (90,691)	\$ (90,485)	\$ (90,563)	\$ (91,239)	\$ (105,163)	
3	COSTS															
4	Lost Distribution Revenue	\$'s		\$ -	\$ 934	\$ 1,812	\$ 2,236	\$ 2,022	\$ 2,270	\$ 2,465	\$ 4,040	\$ 4,785	\$ 6,034	\$ 7,246	\$ 8,366	42,209
5																
6	REVENUE															
7	Revenue Through Lost Revenue Rate	\$'s		\$ 35,229	\$ 35,836	\$ 30,539	\$ 21,338	\$ 15,270	\$ 6,554	\$ 4,297	\$ 3,585	\$ 4,622	\$ 6,460	\$ 20,909	\$ 51,382	236,021
8																
9	(Over)/Under-Recovery (Exc interest)			\$ 12,576	\$ (22,205)	\$ (50,950)	\$ (70,198)	\$ (83,683)	\$ (88,277)	\$ (90,445)	\$ (90,236)	\$ (90,322)	\$ (90,989)	\$ (104,902)	\$ (148,180)	
10																
11	INTEREST															
12	Average Monthly Balance			\$ 30,190	\$ (4,754)	\$ (36,586)	\$ (60,647)	\$ (77,059)	\$ (86,135)	\$ (89,528)	\$ (90,464)	\$ (90,404)	\$ (90,776)	\$ (98,071)	\$ (126,671)	
13	Interest Rate-WJSJ Prime Rate	Annual %		4.75%	4.75%	4.75%	4.75%	4.75%	4.75%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	Total
14	Days per Month			31	29	31	30	31	30	31	31	30	31	30	31	366
15	Computed Interest	\$'s		\$ 121	\$ (18)	\$ (147)	\$ (236)	\$ (310)	\$ (335)	\$ (246)	\$ (249)	\$ (241)	\$ (250)	\$ (261)	\$ (349)	(2,521)
16																
17	Ending Balance	\$'s		\$ 12,697	\$ (22,223)	\$ (51,097)	\$ (70,434)	\$ (83,993)	\$ (88,612)	\$ (90,691)	\$ (90,485)	\$ (90,563)	\$ (91,239)	\$ (105,163)	\$ (148,528)	
18	COMMERCIAL & INDUSTRIAL															
19	Beginning Balance - (Over)/Under	\$'s		\$ (25,195)	\$ (38,768)	\$ (52,366)	\$ (64,231)	\$ (72,787)	\$ (79,425)	\$ (84,024)	\$ (87,966)	\$ (91,763)	\$ (96,329)	\$ (101,573)	\$ (111,605)	
20																
21	COSTS															
22	Lost Distribution Revenue	\$'s		\$ 182	\$ 248	\$ 314	\$ 353	\$ 359	\$ 401	\$ 406	\$ 414	\$ 488	\$ 626	\$ 1,587	\$ 3,992	9,369
23																
24	REVENUE															
25	Revenue Through Lost Revenue Rate	\$'s		\$ 13,627	\$ 13,675	\$ 11,945	\$ 8,643	\$ 6,692	\$ 4,682	\$ 4,111	\$ 3,965	\$ 4,804	\$ 5,597	\$ 11,336	\$ 18,096	107,172
26																
27	(Over)/Under-Recovery (Exc interest)	\$'s		\$ (38,639)	\$ (52,195)	\$ (63,997)	\$ (72,521)	\$ (79,120)	\$ (83,706)	\$ (87,729)	\$ (91,516)	\$ (96,079)	\$ (101,300)	\$ (111,322)	\$ (125,709)	
28																
29	INTEREST															
30	Average Monthly Balance			\$ (31,917)	\$ (45,481)	\$ (58,182)	\$ (68,376)	\$ (75,953)	\$ (81,566)	\$ (85,877)	\$ (89,741)	\$ (93,921)	\$ (98,815)	\$ (106,447)	\$ (118,657)	
31	Interest Rate-WJSJ Prime Rate	Annual %		4.75%	4.75%	4.75%	4.75%	4.75%	4.75%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	Total
32	Days per Month			31	29	31	30	31	30	31	31	30	31	30	31	366
33	Computed Interest	\$'s		\$ (128)	\$ (171)	\$ (234)	\$ (266)	\$ (306)	\$ (318)	\$ (236)	\$ (247)	\$ (250)	\$ (272)	\$ (284)	\$ (327)	(3,039)
34																
35	Ending Balance	\$'s		\$ (38,768)	\$ (52,366)	\$ (64,231)	\$ (72,787)	\$ (79,425)	\$ (84,024)	\$ (87,966)	\$ (91,763)	\$ (96,329)	\$ (101,573)	\$ (111,605)	\$ (126,036)	

Line 2/19: Prior period ending balance
 Lines 4/22: Page 1, Line 7/Page 1, Line 11
 Line 7/25: Accounting actual data
 Line 9: Line 2 + Line 4 -Line 7
 Line 12: (Line 2+Line 9)/2
 Lines 13/31: Prime Rate
 Line 15: Line 12X(Line 13/# days per year)X Line 14
 Line 17: Line 9 + Line 15
 Line 27: Line 19+Line 22-Line 25
 Line 30: (Line 19+Line 27)/2
 Line 33: Line 30 X (Line 31/# days per year)X Line 32
 Line 35: Line 27 + Line 33

NORTHERN UTILITIES, INC. - NH

Gas Savings for LBR Calculation

PROGRAM YEAR 2020

	PLAN	ACTUAL	CAP	VARIANCE	
	Annual	Annual	110% Therms	Cap minus	Percent
	Therms	Therms	(1)	Actual	of Plan
1. Residential Programs					
2. Home Energy Assistance	21,368	19,123			
3. EnergyStar Homes	15,065	11,255			
4. Home Performance w/EnergyStar	17,165	22,613			
5. EnergyStar Products	58,268	38,309			
6. Home Energy Reports	19,340	53,876			
7. Residential	131,206	145,176			
8.					
9. Commercial & Industrial Programs					
10. Large Business Energy Solutions	190,942	131,714			
11. Small Business Energy Solutions	80,964	110,698			
12. -	-	-			
13. Commercial & Industrial	271,906	242,412			
14.					
15. Total 2020 Portfolio	403,112	387,588	443,423	55,835	96%

Monthly LBR Savings - 2020 Installations	Prior Year	Actual Jan-20	Actual Feb-20	Actual Mar-20	Actual Apr-20	Actual May-20	Actual Jun-20	Actual Jul-20	Actual Aug-20	Actual Sep-20	Actual Oct-20	Actual Nov-20	Actual Dec-20	Total
16. Residential Programs														
17. Annualized Therms by Month	L. 19 * 12 Mo.	0	16,204	15,242	7,355	918	4,876	3,827	30,944	14,644	24,534	7,203	19,430	145,176
18.														
19. Monthly Incremental	Installed Th / Mo.	0	1,350	1,270	613	76	406	319	2,579	1,220	2,044	600	1,619	12,098
20. Monthly Cumulative	Sum of L. 19	0	1,350	2,621	3,233	3,310	3,716	4,035	6,614	7,834	9,879	10,479	12,098	65,169
21. Monthly Cumulative including Prior	Sum of L. 20 + Prior	29,095	29,095	30,445	31,715	32,328	32,405	32,811	33,130	35,709	36,929	38,974	39,574	414,309
22.														
23. Commercial & Industrial Programs														
24. Annualized Therms by Month	L. 26 * 12 Mo.	10,885	3,916	3,966	2,324	14,685	4,167	494	783	7,393	13,748	34,019	146,033	242,412
25.														
26. Monthly Incremental	Installed Th / Mo.	907	326	331	194	1,224	347	41	65	616	1,146	2,835	12,169	20,201
27. Monthly Cumulative	Sum of L. 26	907	1,233	1,564	1,758	2,981	3,329	3,370	3,435	4,051	5,197	8,032	20,201	56,057
28. Monthly Cumulative including Prior	Sum of L. 27 + Prior	57,405	58,312	58,638	58,969	59,162	60,386	60,733	60,774	60,840	61,456	62,601	65,436	77,606

NOTES:

1. Equals Actuals divided by Plan. See Settlement in DE 15-137, at 5. "In each calendar year, for each utility, the savings for which lost revenue may be recovered will be capped at 110% of planned annual savings."

Northern Utilities, Inc.
2020 Summary of Average Distribution Rate for Lost Revenue
Calculation of Average Distribution Rate for Lost Revenue (Summary)
Based on Actual Billing Determinants at Current Distribution Rates

January - April 2020

	(1)	(2)	(3)=(1)X(2)
	Total Volumetric Revenue	Total Annual therms	Average Distribution Rate \$/therm
1 R-5	\$7,184,656	10,382,450	\$0.6920
2 R-10	\$202,622	292,806	\$0.6920
3 R-6	\$67,804	104,797	\$0.6470
4 Total Residential Service	\$7,455,081	10,780,053	\$0.6916
5 G-40	\$1,113,053	5,968,110	\$0.1865
6 G-50	\$108,569	582,141	\$0.1865
7 G-41	\$2,010,182	8,289,409	\$0.2425
8 G-51	\$314,334	1,981,554	\$0.1586
9 G-42	\$588,509	2,966,276	\$0.1984
10 G-52	\$932,278	5,420,223	\$0.1720
11 Total General Service	\$5,066,925	25,207,714	\$0.2010
12 Total Company	\$12,522,006	35,987,767	

May - October 2020

	(1)	(2)	(3)=(1)X(2)
	Total Volumetric Revenue	Total Annual therms	Average Distribution Rate \$/therm
R-5	\$2,074,510	3,401,394	\$0.6099
R-10	\$56,192	92,134	\$0.6099
R-6	\$54,459	84,171	\$0.6470
Total Residential Service	\$2,185,161	3,577,699	\$0.6108
G-40	\$263,595	1,413,376	\$0.1865
G-50	\$118,563	635,728	\$0.1865
G-41	\$483,081	2,549,242	\$0.1895
G-51	\$212,197	1,676,928	\$0.1265
G-42	\$190,977	1,583,558	\$0.1206
G-52	\$619,262	7,818,964	\$0.0792
Total General Service	\$1,887,676	15,677,796	\$0.1204
Total Company	\$4,072,837	19,255,495	

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November - December 2020

	(1)	(2)	(3)=(1)X(2)
	Total Volumetric Revenue	Total Annual therms	Average Distribution Rate \$/therm
R-5	\$2,425,258	3,504,708	\$0.6920
R-10	\$55,609	80,360	\$0.6920
R-6	\$27,594	42,649	\$0.6470
Total Residential Service	\$2,508,462	3,627,718	\$0.6915
G-40	\$384,820	2,063,376	\$0.1865
G-50	\$47,724	255,894	\$0.1865
G-41	\$705,746	2,910,294	\$0.2425
G-51	\$129,924	811,018	\$0.1602
G-42	\$252,699	1,273,686	\$0.1984
G-52	\$506,545	2,945,031	\$0.1720
Total General Service	\$2,027,459	10,259,299	\$0.1976
Total Company	\$4,535,921	13,887,017	
Total Company CY 2020	\$21,130,764	69,130,280	

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Northern Utilities, Inc.
2020 Summary of Average Distribution Rate for Lost Revenue
Calculation of Average Distribution Rate for Lost Revenue (Detail)

Jan - April 2020		(1)	(2)	(3)=(1)X(2)	(4)		(5)		(6) = (4) X (5)	(7)		(8)		(9) = (7) X (8)
		Number of Customers	Customer Charge Effective Jan - Apr	Calculated Customer	Billing Determinants First	Excess	Winter Distribution Rates First	Excess	Calculated Winter Distribution	Billing Determinants First	Excess	Summer - May - October 2020 Summer Distribution Rates First	Excess	Calculated Summer Distribution
					Therms	Therms	Therms \$/thm	Therms \$/thm	Revenue	Therms	Therms	Therms \$/thm	Therms \$/thm	Revenue
R-5	Residential, Heating	101,095	\$22.20	\$2,244,301	4,453,745	5,928,706	\$ 0.6920	\$ 0.6920	\$7,184,656	2,886,762	514,633	\$ 0.6099	\$ 0.6099	\$2,074,510
R-10	Residential Heating, Low Income	3,198	\$8.88	\$28,402	146,408	146,398	\$ 0.6920	\$ 0.6920	\$202,622	79,240	12,894	\$ 0.6099	\$ 0.6099	\$56,192
R-6	Residential, Non-Heating	5,131	\$22.20	\$113,915	35,213	69,585	\$ 0.6470	\$ 0.6470	\$67,804	50,875	33,296	\$ 0.6470	\$ 0.6470	\$54,459
Total Residential Service		109,424		\$2,386,618	4,635,365	6,144,688			\$7,455,081	3,016,876	560,823			\$2,185,161
G-40	Low Annual, High Winter Use	18,581	\$75.09	\$1,395,221	1,344,213	4,623,897	\$ 0.1865	\$ 0.1865	\$1,113,053	734,511	678,865	\$ 0.1865	\$ 0.1865	\$263,595
G-50	Low Annual, Low Winter Use	2,964	\$75.09	\$222,564	148,455	433,686	\$ 0.1865	\$ 0.1865	\$108,569	207,033	428,694	\$ 0.1865	\$ 0.1865	\$118,563
G-41	Medium Annual, High Winter Use	1,791	\$222.64	\$398,767	8,289,409	0	\$ 0.2425	\$ 0.2425	\$2,010,182	2,549,242	0	\$ 0.1895	\$ 0.1895	\$483,081
G-51	Medium Annual, Low Winter Use	604	\$222.64	\$134,564	1,185,771	795,784	\$ 0.1712	\$ 0.1399	\$314,334	1,196,613	480,315	\$ 0.1337	\$ 0.1087	\$212,197
G-42	High Annual, High Winter Use	50	\$1,335.81	\$66,791	2,966,276	0	\$ 0.1984	\$ 0.1984	\$588,509	1,583,558	0	\$ 0.1206	\$ 0.1206	\$190,977
G-52	High Annual, Low Winter Use	9	\$1,335.81	\$11,533	5,420,223	0	\$ 0.1720	\$ 0.1720	\$932,278	7,818,964	0	\$ 0.0792	\$ 0.0792	\$619,262
Total General Service		23,999		\$2,229,438	19,354,347	5,853,367			\$5,066,925	14,089,922	1,587,875			\$1,887,676
Total Company		133,423		\$4,616,055	23,989,712	11,998,055			\$12,522,006	17,106,798	2,148,697			\$4,072,837

Calculation of Average Distribution Rate for Lost Revenue (Detail)														
May - October 2020		(1)	(2)	(3)=(1)X(2)	(4)		(5)		(6) = (4) X (5)	(7)		(8)		(9) = (7) X (8)
		Number of Customers	Customer Charge	Calculated Customer	Billing Determinants First	Excess	Winter Distribution Rates First	Excess	Calculated Winter Distribution	Billing Determinants First	Excess	Summer - May - October 2020 Summer Distribution Rates First	Excess	Calculated Summer Distribution
					Therms	Therms	Therms \$/thm	Therms \$/thm	Revenue	Therms	Therms	Therms \$/thm	Therms \$/thm	Revenue
R-5	Residential, Heating	153,140	\$22.20	\$3,399,711	2,039,057	1,465,651	\$ 0.6920	\$ 0.6920	\$2,425,258	2,039,057	1,465,651	\$ 0.6920	\$ 0.6920	\$2,425,258
R-10	Residential Heating, Low Income	4,211	\$8.88	\$37,393	52,046	28,314	\$ 0.6920	\$ 0.6920	\$55,609	52,046	28,314	\$ 0.6920	\$ 0.6920	\$55,609
R-6	Residential, Non-Heating	8,056	\$22.20	\$178,850	18,320	24,329	\$ 0.6470	\$ 0.6470	\$27,594	18,320	24,329	\$ 0.6470	\$ 0.6470	\$27,594
Total Residential Service		165,407		\$3,615,954	2,109,423	1,518,295			\$2,508,462	2,109,423	1,518,295			\$2,508,462
G-40	Low Annual, High Winter Use	32,685	\$75.09	\$2,454,313	589,296	1,474,080	\$ 0.1865	\$ 0.1865	\$384,820	589,296	1,474,080	\$ 0.1865	\$ 0.1865	\$384,820
G-50	Low Annual, Low Winter Use	5,540	\$75.09	\$415,983	72,530	183,363	\$ 0.1865	\$ 0.1865	\$47,724	72,530	183,363	\$ 0.1865	\$ 0.1865	\$47,724
G-41	Medium Annual, High Winter Use	6,117	\$222.64	\$1,361,949	2,910,294	0	\$ 0.2425	\$ 0.2425	\$705,746	2,910,294	0	\$ 0.2425	\$ 0.2425	\$705,746
G-51	Medium Annual, Low Winter Use	2,419	\$222.64	\$538,670	525,961	285,057	\$ 0.1712	\$ 0.1399	\$129,924	525,961	285,057	\$ 0.1712	\$ 0.1399	\$129,924
G-42	High Annual, High Winter Use	341	\$1,335.81	\$456,179	1,273,686	0	\$ 0.1984	\$ 0.1984	\$252,699	1,273,686	0	\$ 0.1984	\$ 0.1984	\$252,699
G-52	High Annual, Low Winter Use	377	\$1,335.81	\$503,200	2,945,031	0	\$ 0.1720	\$ 0.1720	\$506,545	2,945,031	0	\$ 0.1720	\$ 0.1720	\$506,545
Total General Service		47,480		\$5,730,294	8,316,798	1,942,501			\$2,027,459	8,316,798	1,942,501			\$2,027,459
Total Company		212,887		\$9,346,248	10,426,222	3,460,796			\$4,535,921	10,426,222	3,460,796			\$4,535,921

Calculation of Average Distribution Rate for Lost Revenue 2019 (Summary)														
November - December 2020		(1)	(2)	(3)=(1)X(2)		(1)=(3)	(2) = (6) + (9)	(3)=(1)+(2)	(4)=(4)+(7)					
		Number of Customers	Customer Charge	Calculated Customer		Total Calculated Customer Charge Revenue	Total Volumetric Revenue	Total Distribution Revenue	Total Annual Therms					
R-5	Residential, Heating	52,291	\$22.20	\$1,160,854		\$5,644,012	\$11,684,424	\$17,328,436	17,288,553					
R-10	Residential Heating, Low Income	1,954	\$12.21	\$23,857		\$65,795	\$314,423	\$380,218	465,300					
R-6	Residential, Non-Heating	2,589	\$22.20	\$57,471		\$292,765	\$149,856	\$442,621	231,617					
Total Residential Service		56,833		\$1,242,182	Total Residential Service	\$6,002,571	\$12,148,704	\$18,151,275	17,985,470					
G-40	Low Annual, High Winter Use	9,262	\$75.09	\$695,501	G-40/T-40	\$3,849,533	\$1,761,467	\$5,611,000	9,444,862					
G-50	Low Annual, Low Winter Use	1,484	\$75.09	\$111,431	G-50/T-50	\$638,547	\$274,857	\$913,404	1,473,763					
G-41	Medium Annual, High Winter Use	833	\$222.64	\$185,400	G-41/T-41	\$1,760,716	\$3,199,009	\$4,959,726	13,748,945					
G-51	Medium Annual, Low Winter Use	294	\$222.64	\$65,493	G-51/T-51	\$673,234	\$656,456	\$1,329,690	4,469,501					
G-42	High Annual, High Winter Use	21	\$1,335.81	\$28,052	G-42/T-42	\$522,970	\$1,032,186	\$1,555,155	5,823,520					
G-52	High Annual, Low Winter Use	5	\$1,335.81	\$7,169	G-52/T-52	\$514,732	\$2,058,086	\$2,572,818	16,184,218					
Total General Service		11,899		\$1,093,046	Total General Service	\$7,959,732	\$8,982,060	\$16,941,792	51,144,810					
Total Company		68,733		\$2,335,228	Total Company	\$13,962,303	\$21,130,764	\$35,093,067	69,130,280					

Notes:
 Column (1), Column (4) and Column (7): 2020 actual billing determinants.
 Column (2), Column (5) and Column (8): Winter distribution rates effective November 1, 2019 & November 1, 2020, Summer distribution rates effective May 1, 2020.

Northern Utilities - NH
 Summary of Rates: Winter Season
 Delivery Service and Supply Charges
 Effective: November 1, 2019

APPROVED

Service	Winter Rates Blocks	Customer Charge	Distribution Charge	Local Delivery Adjustment Charge (LDAC) ⁽¹⁾	DELIVERY CHARGES		GAS SUPPLY CHARGES	
					Total Delivery	COG ⁽¹⁾	Total Incl. COG	
Residential Heat R-5	Customer Charge	\$22.20			\$22.20		\$22.20	
	First 50 therms		\$0.6920	\$0.0706	\$0.7626	\$0.5861	\$1.3487	
	Excess 50 therms		\$0.6920	\$0.0706	\$0.7626	\$0.5861	\$1.3487	
Residential Low Income Heat R-10	Customer Charge	\$8.88			\$8.88		\$8.88	
	First 50 therms		\$0.2768	\$0.0706	\$0.3474	\$0.5861	\$0.9335	
	Excess 50 therms		\$0.2768	\$0.0706	\$0.3474	\$0.5861	\$0.9335	
Residential NonHeat R-6	Customer Charge	\$22.20			\$22.20		\$22.20	
	First 10 therms		\$0.6470	\$0.0706	\$0.7176	\$0.5861	\$1.3037	
	Excess 10 therms		\$0.6470	\$0.0706	\$0.7176	\$0.5861	\$1.3037	
General Service Low Annual, High Winter Use⁽²⁾ G-40 Less than or equal to 8,000 Therms/Yr.	Customer Charge	\$75.09			\$75.09		\$75.09	
	First 75 therms		\$0.1865	\$0.0359	\$0.2224	\$0.6082	\$0.8306	
	Excess 75 therms		\$0.1865	\$0.0359	\$0.2224	\$0.6082	\$0.8306	
General Service Low Annual, Low Winter Use⁽²⁾ G-50 Less than or equal to 8,000 Therms/Yr.	Customer Charge	\$75.09			\$75.09		\$75.09	
	First 75 therms		\$0.1865	\$0.0359	\$0.2224	\$0.4950	\$0.7174	
	Excess 75 therms		\$0.1865	\$0.0359	\$0.2224	\$0.4950	\$0.7174	
General Service Medium Annual, High Winter Use⁽²⁾ G-41 Greater than 8,000 but less than or equal to 80,000 Therms/Yr.	Customer Charge	\$222.64			\$222.64		\$222.64	
	All Therms		\$0.2425	\$0.0359	\$0.2784	\$0.6082	\$0.8866	
General Service Medium Annual, Low Winter Use⁽²⁾ G-51 Greater than 8,000 but less than or equal to 80,000 Therms/Yr.	Customer Charge	\$222.64			\$222.64		\$222.64	
	First 1,300 Therms		\$0.1712	\$0.0359	\$0.2071	\$0.4950	\$0.7021	
	Excess 1,300 Therms		\$0.1399	\$0.0359	\$0.1758	\$0.4950	\$0.6708	
General Service High Annual, High Winter Use⁽²⁾ G-42 Greater than 80,000 Therms/Yr.	Customer Charge	\$1,335.81			\$1,335.81		\$1,335.81	
	All Therms		\$0.1984	\$0.0359	\$0.2343	\$0.6082	\$0.8425	
General Service High Annual, Low Winter Use⁽²⁾ G-52 Greater than 80,000 Therms/Yr.	Customer Charge	\$1,335.81			\$1,335.81		\$1,335.81	
	All Therms		\$0.1720	\$0.0359	\$0.2079	\$0.4950	\$0.7029	
General Service Interruptible Transportation IT Greater than 80,000 Therms/Yr.	Customer Charge	\$170.21			\$170.21		\$170.21	
	First 20,000 therms		\$0.1299		\$0.1299		\$0.1299	
	Excess 20,000 therms		\$0.1108		\$0.1108		\$0.1108	

Northern Utilities - NH
 Summary of Rates: Winter Season
 Delivery Service and Supply Charges
 Effective: November 1, 2019

APPROVED

Service	Winter Rates Blocks	Customer Charge	Distribution Charge	DELIVERY CHARGES		GAS SUPPLY CHARGES		Total Incl. COG
				Local Delivery Adjustment Charge (LDAC) ⁽¹⁾	Total Delivery	COG ⁽¹⁾	COG	
General Service								
Interruptible Stand-by Gas Supply ISGS	All Therms		marginal plus	<\$0.05			variable	

(1) The LDAC and the COG are broken out into individual rate components. (See page 3). The COG is not applicable to Transportation Only Customers.
 (2) High winter use is winter period usage greater than or equal to 67% of annual usage. Low winter use is winter period usage less than 67% of annual usage.
 The Winter Period is defined as the billing months of November through April. The Summer Period is defined as the billing months of May through October.

Northern Utilities - NH
 Summary of LDAC/COG Components: Winter Season
 Effective: November 1, 2019

APPROVED

LOCAL DELIVERY ADJUSTMENT CLAUSE (Winter Season)

Service	RLIARA	EEC	LRR	ERC	ITMC	RCE	RPC	Total LDAC
Rate Classes R-5, R-6, R-10	\$0.0036	\$0.0499	\$0.0114	\$0.0057	\$0.0000	\$0.0000	\$0.0000	\$0.0706
G-40, G-50, G-41, G-51, G-42, G-52,	\$0.0036	\$0.0247	\$0.0019	\$0.0057	\$0.0000	\$0.0000	\$0.0000	\$0.0359

RLIARA = Residential Low Income Assistance and Regulatory Assessment Costs, EEC - Energy Efficiency Charge (a.k.a. EE-Energy Efficiency; and DSM-Demand-side Management),
 LRR = Lost Revenue Rate (to recover lost revenue related to Energy Efficiency ("CC") Programs),
 ERC = Environmental Response Costs, ITMC = Interruptible Transportation Margin Credit,
 RCE = Expenses Related to Rate Case, RPC = Reconciliation of Permanent Changes in Delivery Rates.

COST OF GAS ADJUSTMENT CLAUSE (Winter Season)

Service	Demand Cost of Gas	Commodity Cost of Gas	Reconciliation Costs	Working Capital	Bad Debt	Production & Storage Cap	Misc. Overhead	Demand Supplier Refund	Commodity Supplier Refund	Total COG
Applies to the following Rate Classes R-5, R-6, R-10	\$0.2037	\$0.3912	(\$0.0399)	\$0.0007	\$0.0042	\$0.0132	\$0.0130	\$0.0000	\$0.0000	\$0.5861
G-40, G-41, G-42	\$0.2185	\$0.3985	(\$0.0399)	\$0.0007	\$0.0042	\$0.0132	\$0.0130	\$0.0000	\$0.0000	\$0.6082
G-50, G-51, G-52	\$0.1425	\$0.3613	(\$0.0399)	\$0.0007	\$0.0042	\$0.0132	\$0.0130	\$0.0000	\$0.0000	\$0.4950

Northern Utilities - NH
 Delivery Service Miscellaneous Fees: Winter Period
 Effective: November 1, 2019
APPROVED

Season
 Winter

RE-ENTRY RATE (Winter Season)

Applies to the following Rate Classes (\$ per ccf)	Re-entry Rate
G-40, G-41, G-42, G-50, G-51, G-52	\$0.0409

Applicable only to capacity assigned customers that switch from Delivery Service to Sales Service. Re-entry Rate is in effect from the effective re-entry date until the following May 1st

CONVERSION RATE (Winter Season)

Applies to the following Rate Classes (\$ per ccf)	Conversion Rate
G-40, G-41, G-42	\$0.1405
G-50, G-51, G-52	\$0.2537

Applicable only to capacity exempt customers that switch from Delivery Service to Sales Service. Conversion Rate is in effect from the effective conversion date until the following May 1st.

Supplier Balancing Charge

Applies to the following Rate Classes (\$ per MMBtu)	
G-40, G-41, G-42, G-50, G-51, G-52	\$0.71 per MMBtu of Imbalance volumes

Peaking Service Demand Charge

Applies to Capacity Assigned Customers Only	
G-40, G-41, G-42, G-50, G-51, G-52	\$65.41 per MMBtu per month

Supplier Services and Associated Fees

Applies to the following Telemeter Types	
Pool Administration (required)	\$0.10 Per Month / customer billed @ marketer level
Standard Passthrough billing	\$0.60 customer / month billed @ marketer level
Standard Complete Billing (optional - Pass through fee not required if this service is elected)	\$1.50 customer / month billed @ marketer level
Customer Administration (required)	\$10.00 customer /switch billed @ marketer level

Turn-on Charge - Applies to Sales & Delivery Service Customers

Regular Working Hours	\$36.00	per service
Saturday, Sunday or Holidays	\$75.00	per service

Meter Read Charge

When customer's phone line is not reporting daily data	\$78.00	per read
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Northern Utilities - NH
Summary of Rates: Summer Season
Delivery Service and Supply Charges
Effective: May 1, 2020

APPROVED

Service	Winter Rates Blocks	Customer Charge	Distribution Charge	Local Delivery Adjustment Charge (LDAC) ⁽¹⁾	DELIVERY CHARGES		GAS SUPPLY CHARGES	
					Total Delivery	COG ⁽¹⁾	Total Incl. COG	
Residential Heat R-5	Customer Charge	\$22.20			\$22.20		\$22.20	
	First 50 therms		\$0.6099	\$0.0706	\$0.6805	\$0.2375	\$0.9180	
	Excess 50 therms		\$0.6099	\$0.0706	\$0.6805	\$0.2375	\$0.9180	
Residential Low Income Heat R-10	Customer Charge	\$8.88			\$8.88		\$8.88	
	First 50 therms		\$0.2440	\$0.0706	\$0.3146	\$0.2375	\$0.5521	
	Excess 50 therms		\$0.2440	\$0.0706	\$0.3146	\$0.2375	\$0.5521	
Residential NonHeat R-6	Customer Charge	\$22.20			\$22.20		\$22.20	
	First 10 therms		\$0.6470	\$0.0706	\$0.7176	\$0.2375	\$0.9551	
	Excess 10 therms		\$0.6470	\$0.0706	\$0.7176	\$0.2375	\$0.9551	
General Service Low Annual, High Winter Use⁽²⁾ G-40 Less than or equal to 8,000 Therms/Yr.	Customer Charge	\$75.09			\$75.09		\$75.09	
	First 75 therms		\$0.1865	\$0.0359	\$0.2224	\$0.2723	\$0.4947	
	Excess 75 therms		\$0.1865	\$0.0359	\$0.2224	\$0.2723	\$0.4947	
General Service Low Annual, Low Winter Use⁽²⁾ G-50 Less than or equal to 8,000 Therms/Yr.	Customer Charge	\$75.09			\$75.09		\$75.09	
	First 75 therms		\$0.1865	\$0.0359	\$0.2224	\$0.2050	\$0.4274	
	Excess 75 therms		\$0.1865	\$0.0359	\$0.2224	\$0.2050	\$0.4274	
General Service Medium Annual, High Winter Use⁽²⁾ G-41 Greater than 8,000 but less than or equal to 80,000 Therms/Yr.	Customer Charge	\$222.64			\$222.64		\$222.64	
	All Therms		\$0.1895	\$0.0359	\$0.2254	\$0.2723	\$0.4977	
General Service Medium Annual, Low Winter Use⁽²⁾ G-51 Greater than 8,000 but less than or equal to 80,000 Therms/Yr.	Customer Charge	\$222.64			\$222.64		\$222.64	
	First 1,000 Therms		\$0.1337	\$0.0359	\$0.1696	\$0.2050	\$0.3746	
	Excess 1,000 Therms		\$0.1087	\$0.0359	\$0.1446	\$0.2050	\$0.3496	
General Service High Annual, High Winter Use⁽²⁾ G-42 Greater than 80,000 Therms/Yr.	Customer Charge	\$1,335.81			\$1,335.81		\$1,335.81	
	All Therms		\$0.1206	\$0.0359	\$0.1565	\$0.2723	\$0.4288	
General Service High Annual, Low Winter Use⁽²⁾ G-52 Greater than 80,000 Therms/Yr.	Customer Charge	\$1,335.81			\$1,335.81		\$1,335.81	
	All Therms		\$0.0792	\$0.0359	\$0.1151	\$0.2050	\$0.3201	
General Service Interruptible Transportation IT Greater than 80,000 Therms/Yr.	Customer Charge	\$170.21			\$170.21		\$170.21	
	First 20,000 therms		\$0.0407		\$0.0407		\$0.0407	
	Excess 20,000 therms		\$0.0347		\$0.0347		\$0.0347	

Northern Utilities - NH
 Summary of Rates: Summer Season
 Delivery Service and Supply Charges
 Effective: May 1, 2020

APPROVED

Service	Winter Rates Blocks	Customer Charge	Distribution Charge	DELIVERY CHARGES		GAS SUPPLY CHARGES		Total Incl. COG
				Local Delivery Adjustment Charge (LDAC) ⁽¹⁾	Total Delivery	COG ⁽¹⁾	COG	
General Service								
Interruptible Stand-by Gas Supply ISGS	All Therms		marginal plus	<\$0.05			variable	

(1) The LDAC and the COG are broken out into individual rate components. (See page 3). The COG is not applicable to Transportation Only Customers.
 (2) High winter use is winter period usage greater than or equal to 67% of annual usage. Low winter use is winter period usage less than 67% of annual usage.
 The Winter Period is defined as the billing months of November through April. The Summer Period is defined as the billing months of May through October.

Northern Utilities - NH
 Summary of LDAC/COG Components: Summer Season
 Effective: May 1, 2020

APPROVED

LOCAL DELIVERY ADJUSTMENT CLAUSE (Summer Season)

Service	RLIARA	EEC	LRR	ERC	ITMC	RCE	RPC	Total LDAC
Rate Classes R-5, R-6, R-10	\$0.0036	\$0.0499	\$0.0114	\$0.0057	\$0.0000	\$0.0000	\$0.0000	\$0.0706
G-40, G-50, G-41, G-51, G-42, G-52,	\$0.0036	\$0.0247	\$0.0019	\$0.0057	\$0.0000	\$0.0000	\$0.0000	\$0.0359

RLIARA = Residential Low Income Assistance and Regulatory Assessment Costs, EEC - Energy Efficiency Charge (a.k.a. EE-Energy Efficiency; and DSM-Demand-side Management),
 LRR = Lost Revenue Rate (to recover lost revenue related to Energy Efficiency ("CC") Programs),
 ERC = Environmental Response Costs, ITMC = Interruptible Transportation Margin Credit,
 RCE = Expenses Related to Rate Case, RPC = Reconciliation of Permanent Changes in Delivery Rates.

COST OF GAS ADJUSTMENT CLAUSE (Summer Season)

Service	Demand Cost of Gas	Commodity Cost of Gas	Reconciliation Costs	Working Capital	Bad Debt	Production & Storage Cap	Misc. Overhead	Demand Supplier Refund	Commodity Supplier Refund	Total COG
Applies to the following Rate Classes R-5, R-6, R-10	\$0.0833	\$0.1808	(\$0.0411)	(\$0.0001)	\$0.0016	\$0.0000	\$0.0130	\$0.0000	\$0.0000	\$0.2375
G-40, G-41, G-42	\$0.1181	\$0.1808	(\$0.0411)	(\$0.0001)	\$0.0016	\$0.0000	\$0.0130	\$0.0000	\$0.0000	\$0.2723
G-50, G-51, G-52	\$0.0508	\$0.1808	(\$0.0411)	(\$0.0001)	\$0.0016	\$0.0000	\$0.0130	\$0.0000	\$0.0000	\$0.2050

Northern Utilities - NH
 Delivery Service Miscellaneous Fees: Summer Period
 Effective: May 1, 2020
APPROVED

Season
 Summer

RE-ENTRY RATE (Summer Season)

Applies to the following Rate Classes (\$ per ccf)	Re-entry Rate
G-40, G-41, G-42, G-50, G-51, G-52	\$0.0406

Applicable only to capacity assigned customers that switch from Delivery Service to Sales Service. Re-entry Rate is in effect from the effective re-entry date until the following May 1st

CONVERSION RATE (Summer Season)

Applies to the following Rate Classes (\$ per ccf)	Conversion Rate
G-40, G-41, G-42	\$0.0406
G-50, G-51, G-52	\$0.0406

Applicable only to capacity exempt customers that switch from Delivery Service to Sales Service. Conversion Rate is in effect from the effective conversion date until the following May 1st.

Supplier Balancing Charge

Applies to the following Rate Classes (\$ per MMBtu)	Charge	
G-40, G-41, G-42, G-50, G-51, G-52	\$0.71	per MMBtu of Imbalance volumes

Peaking Service Demand Charge

Applies to Capacity Assigned Customers Only	Charge	
G-40, G-41, G-42, G-50, G-51, G-52	\$65.41	per MMBtu per month

Supplier Services and Associated Fees

Applies to the following Telemeter Types	Charge	
Pool Administration (required)	\$0.10	Per Month / customer billed @ marketer level
Standard Passthrough billing	\$0.60	customer / month billed @ marketer level
Standard Complete Billing (optional - Pass through fee not required if this service is elected)	\$1.50	customer / month billed @ marketer level
Customer Administration (required)	\$10.00	customer /switch billed @ marketer level

Turn-on Charge - Applies to Sales & Delivery Service Customers

Regular Working Hours	\$36.00	per service
Saturday, Sunday or Holidays	\$75.00	per service

Meter Read Charge

When customer's phone line is not reporting daily data	\$78.00	per read
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Northern Utilities - NH
 Summary of Rates: Winter Season
 Delivery Service and Supply Charges
 Effective: November 1, 2020

APPROVED

Service	Winter Rates Blocks	DELIVERY CHARGES			GAS SUPPLY CHARGES		Total Incl. COG
		Customer Charge	Distribution Charge	Local Delivery Adjustment Charge (LDAC) ⁽¹⁾	Total Delivery	COG ⁽¹⁾	
Residential Heat R-5	Customer Charge	\$22.20			\$22.20		\$22.20
	First 50 therms		\$0.6920	\$0.1099	\$0.8019	\$0.7315	\$1.5334
	Excess 50 therms		\$0.6920	\$0.1099	\$0.8019	\$0.7315	\$1.5334
Residential Low Income Heat R-10	Customer Charge	\$22.20			\$22.20		\$22.20
	First 50 therms		\$0.6920	\$0.1099	\$0.8019	\$0.7315	\$1.5334
	Excess 50 therms		\$0.6920	\$0.1099	\$0.8019	\$0.7315	\$1.5334
	45% Low Income Discount Monthly Customer Charge	(\$9.99)			(\$9.99)		(\$9.99)
	First 50 therms		(\$0.3114)	\$0.0000	(\$0.3114)	(\$0.3292)	(\$0.6406)
Excess 50 therms		(\$0.3114)	\$0.0000	(\$0.3114)	(\$0.3292)	(\$0.6406)	
Residential NonHeat R-6	Customer Charge	\$22.20			\$22.20		\$22.20
	First 10 therms		\$0.6470	\$0.1099	\$0.7569	\$0.7315	\$1.4884
	Excess 10 therms		\$0.6470	\$0.1099	\$0.7569	\$0.7315	\$1.4884
General Service Low Annual, High Winter Use⁽²⁾ G-40 Less than or equal to 8,000 Therms/Yr.	Customer Charge	\$75.09			\$75.09		\$75.09
	First 75 therms		\$0.1865	\$0.0472	\$0.2337	\$0.7437	\$0.9774
	Excess 75 therms		\$0.1865	\$0.0472	\$0.2337	\$0.7437	\$0.9774
General Service Low Annual, Low Winter Use⁽²⁾ G-50 Less than or equal to 8,000 Therms/Yr.	Customer Charge	\$75.09			\$75.09		\$75.09
	First 75 therms		\$0.1865	\$0.0472	\$0.2337	\$0.6465	\$0.8802
	Excess 75 therms		\$0.1865	\$0.0472	\$0.2337	\$0.6465	\$0.8802
General Service Medium Annual, High Winter Use⁽²⁾ G-41 Greater than 8,000 but less than or equal to 80,000 Therms/Yr.	Customer Charge	\$222.64			\$222.64		\$222.64
	All Therms		\$0.2425	\$0.0472	\$0.2897	\$0.7437	\$1.0334
General Service Medium Annual, Low Winter Use⁽²⁾ G-51 Greater than 8,000 but less than or equal to 80,000 Therms/Yr.	Customer Charge	\$222.64			\$222.64		\$222.64
	First 1,300 Therms		\$0.1712	\$0.0472	\$0.2184	\$0.6465	\$0.8649
	Excess 1,300 Therms		\$0.1399	\$0.0472	\$0.1871	\$0.6465	\$0.8336
General Service High Annual, High Winter Use⁽²⁾ G-42 Greater than 80,000 Therms/Yr.	Customer Charge	\$1,335.81			\$1,335.81		\$1,335.81
	All Therms		\$0.1984	\$0.0472	\$0.2456	\$0.7437	\$0.9893
General Service High Annual, Low Winter Use⁽²⁾ G-52 Greater than 80,000 Therms/Yr.	Customer Charge	\$1,335.81			\$1,335.81		\$1,335.81
All Therms		\$0.1720	\$0.0472	\$0.2192	\$0.6465	\$0.8657	

Northern Utilities - NH
 Summary of Rates: Winter Season
 Delivery Service and Supply Charges
 Effective: November 1, 2020

APPROVED

Service	Winter Rates Blocks	DELIVERY CHARGES			GAS SUPPLY CHARGES		Total Incl. COG
		Customer Charge	Distribution Charge	Local Delivery Adjustment Charge (LDAC) ⁽¹⁾	Total Delivery	COG ⁽¹⁾	
General Service Interruptible Transportation IT Greater than 80,000 Therms/Yr.	Customer Charge	\$170.21			\$170.21		\$170.21
	First 20,000 therms		\$0.1299		\$0.1299		\$0.1299
	Excess 20,000 therms		\$0.1108		\$0.1108		\$0.1108
General Service Interruptible Stand-by Gas Supply ISGS	All Therms		marginal plus	<\$0.05		variable	

(1) The LDAC and the COG are broken out into individual rate components. (See page 3). The COG is not applicable to Transportation Only Customers.
 (2) High winter use is winter period usage greater than or equal to 67% of annual usage. Low winter use is winter period usage less than 67% of annual usage.
 The Winter Period is defined as the billing months of November through April. The Summer Period is defined as the billing months of May through October.

Northern Utilities - NH
 Summary of LDAC/COG Components: Winter Season
 Effective: November 1, 2020

APPROVED

APPROVED

LOCAL DELIVERY ADJUSTMENT CLAUSE (Winter Season)

Service	GAPRA	EEC	LRR	ERC	ITMC	RCE	RPC	Total LDAC
Rate Classes R-5, R-6, R-10	\$0.0044	\$0.0774	\$0.0220	\$0.0061	\$0.0000	\$0.0000	\$0.0000	\$0.1099
G-40, G-50, G-41, G-51, G-42, G-52,	\$0.0044	\$0.0337	\$0.0030	\$0.0061	\$0.0000	\$0.0000	\$0.0000	\$0.0472

RLIARA = Residential Low Income Assistance and Regulatory Assessment Costs, EEC - Energy Efficiency Charge (a.k.a. EE-Energy Efficiency; and DSM-Demand-side Management),
 LRR = Lost Revenue Rate (to recover lost revenue related to Energy Efficiency ("CC") Programs),
 ERC = Environmental Response Costs, ITMC = Interruptible Transportation Margin Credit,
 RCE = Expenses Related to Rate Case, RPC = Reconciliation of Permanent Changes in Delivery Rates.

COST OF GAS ADJUSTMENT CLAUSE (Winter Season)

Service	Demand Cost of Gas	Commodity Cost of Gas	Reconciliation Costs	Working Capital	Bad Debt	Production & Storage Cap	Misc. Overhead	Demand Supplier Refund	Commodity Supplier Refund	Total COG
Applies to the following Rate Classes R-5, R-6, R-10	\$0.3731	\$0.3110	\$0.0163	(\$0.0004)	\$0.0044	\$0.0136	\$0.0135	\$0.0000	\$0.0000	\$0.7315
G-40, G-41, G-42	\$0.3868	\$0.3095	\$0.0163	(\$0.0004)	\$0.0044	\$0.0136	\$0.0135	\$0.0000	\$0.0000	\$0.7437
G-50, G-51, G-52	\$0.2777	\$0.3214	\$0.0163	(\$0.0004)	\$0.0044	\$0.0136	\$0.0135	\$0.0000	\$0.0000	\$0.6465

Northern Utilities - NH
 Delivery Service Miscellaneous Fees: Winter Period
 Effective: November 1, 2020
APPROVED

Season
 Winter

APPROVED

Applies to the following Rate Classes (\$ per ccf)	Re-entry Rate
G-40, G-41, G-42, G-50, G-51, G-52	\$0.0012

Applicable only to capacity assigned customers that switch from Delivery Service to Sales Service. Re-entry Rate is in effect from the effective re-entry date until the following May 1st

CONVERSION RATE (Winter Season)

Applies to the following Rate Classes (\$ per ccf)	Conversion Rate
G-40, G-41, G-42	\$0.0012
G-50, G-51, G-52	\$0.0984

Applicable only to capacity exempt customers that switch from Delivery Service to Sales Service. Conversion Rate is in effect from the effective conversion date until the following May 1st.

Supplier Balancing Charge

Applies to the following Rate Classes (\$ per MMBtu)	
G-40, G-41, G-42, G-50, G-51, G-52	\$0.71 per MMBtu of Imbalance volumes

Peaking Service Demand Charge

Applies to Capacity Assigned Customers Only	
G-40, G-41, G-42, G-50, G-51, G-52	\$64.53 per MMBtu per month

Supplier Services and Associated Fees

Applies to the following Telemeter Types	
Pool Administration (required)	\$0.10 Per Month / customer billed @ marketer level
Standard Passthrough billing	\$0.60 customer / month billed @ marketer level
Standard Complete Billing (optional - Pass through fee not required if this service is elected)	\$1.50 customer / month billed @ marketer level
Customer Administration (required)	\$10.00 customer /switch billed @ marketer level

Turn-on Charge - Applies to Sales & Delivery Service Customers

Regular Working Hours	\$36.00	per service
Saturday, Sunday or Holidays	\$75.00	per service

Meter Read Charge

When customer's phone line is not reporting daily data	\$78.00	per read
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	January	February	March	April	May	June	July	August	September	October	November	December	Total
Unit Sales (therms):													
1 R5:													
2 R-5 First Step	1,153,582	1,153,905	1,125,137	1,021,121	897,875	496,845	336,966	291,950	359,510	503,615	919,849	1,119,209	9,379,563
3 R-5 Excess	1,825,507	1,873,651	1,456,632	772,915	387,679	41,383	19,163	4,315	23,987	38,105	326,518	1,139,133	7,908,990
4 Total: R5	2,979,089	3,027,557	2,581,769	1,794,035	1,285,554	538,228	356,130	296,265	383,497	541,721	1,246,367	2,258,342	17,288,553
5 R6:													
6 R-6 First Step	8,745	8,892	8,853	8,723	8,757	8,567	8,306	7,983	8,682	8,579	9,150	9,170	104,407
7 R-6 Excess	20,368	19,493	17,178	12,546	9,904	6,177	4,302	3,305	5,335	4,273	8,388	15,941	127,210
8 Total: R6	29,113	28,384	26,031	21,269	18,661	14,744	12,608	11,288	14,017	12,852	17,538	25,111	231,617
9 R10:													
10 R-10 First Step	35,123	38,602	35,471	37,212	28,328	16,783	7,966	6,702	7,899	11,562	22,716	29,331	277,694
11 R-10 Excess	42,978	48,838	35,582	19,000	6,709	5,190	261	260	95	380	5,605	22,709	187,606
12 Total: R10	78,101	87,439	71,054	56,212	35,036	21,973	8,226	6,961	7,994	11,943	28,321	52,039	465,300
13 Total Residential	3,086,303	3,143,380	2,678,854	1,871,517	1,339,252	574,945	376,964	314,514	405,509	566,516	1,292,226	2,335,492	17,985,470
14													
15 G40/T40:													
16 G-40 First Step	351,209	351,615	343,678	297,711	252,737	123,184	72,909	65,679	85,092	134,909	261,677	327,619	2,668,020
17 G-40 Excess	1,449,145	1,409,590	1,128,042	637,120	352,190	84,064	43,223	33,463	71,568	94,357	441,399	1,032,681	6,776,843
18 Total: G40/T40	1,800,355	1,761,204	1,471,721	934,831	604,927	207,248	116,133	99,142	156,660	229,266	703,076	1,360,300	9,444,862
19 G41/T41:													
20 Total: G41/T41	2,468,726	2,407,737	2,077,387	1,335,559	927,870	401,386	259,893	151,231	316,968	491,894	1,089,331	1,820,964	13,748,945
21 G42/T42:													
22 Total: G42/T42	883,132	842,264	710,411	530,470	341,062	218,221	184,562	191,592	243,881	404,240	573,936	699,750	5,823,520
23 G50/T50:													
24 G-50 First Step	38,059	37,992	38,186	34,218	32,279	34,018	34,834	35,304	36,779	33,820	34,918	37,612	428,019
25 G-50 Excess Step	124,533	125,769	118,706	64,679	59,203	66,978	75,342	70,717	89,761	66,694	79,769	103,594	1,045,744
26 Total: G50/T50	162,592	163,761	156,891	98,897	91,482	100,996	110,175	106,021	126,540	100,514	114,688	141,206	1,473,763
27 G51/T51:													
28 G-51 -First Step	326,726	322,404	317,568	219,072	189,181	189,967	198,281	193,677	217,147	208,361	243,065	282,896	2,908,345
29 G-51 Excess	247,610	241,633	218,150	88,390	86,067	72,421	74,382	62,386	93,665	91,394	120,467	164,590	1,561,156
30 Total: G51/T51	574,336	564,038	535,718	307,462	275,248	262,387	272,663	256,063	310,812	299,755	363,532	447,486	4,469,501
31 G52:													
32 Total: G52/T52	1,285,855	1,458,466	1,334,531	1,341,370	1,281,821	1,273,681	1,220,236	1,282,733	1,373,207	1,387,286	1,382,893	1,562,138	16,184,218
33 Total C&I	7,174,995	7,197,471	6,286,659	4,548,589	3,522,410	2,463,919	2,163,662	2,086,783	2,528,069	2,912,954	4,227,455	6,031,844	51,144,810
34 TOTAL - ALL CLASSES	10,261,298	10,340,851	8,965,512	6,420,106	4,861,661	3,038,864	2,540,626	2,401,296	2,933,578	3,479,470	5,519,681	8,367,336	69,130,280

Source: Data extracted from billing system.

Description	Therm Savings			Ref.
	Residential	C&I	Total	
Measures Installed in 2017:				
1. Program Year 2017 Actual Therm Savings (Jan - Apr)	23,585	88,525	112,110	2017 Annual Report, P2, Annualized Savings/12*4
2. 2019 Average Distribution Rates (ADR) (Jan - Apr)	\$0.6916	\$0.2010		2020 Annual Report, Page 1, Line 6 & 10
3. Sub-Total LBR	\$ 16,312	\$ 17,794	\$ 34,105	Ln 1 * Ln 2
4. Program Year 2017 Actual Therm Savings (May - Oct)	35,378	132,787	168,165	2017 Annual Report, P2, Annualized Savings/12*6
5. 2019 Average Distribution Rates (ADR) (May - Oct)	\$0.6108	\$0.1204		2020 Annual Report, Page 1, Line 6 & 10
6. Sub-Total LBR	\$ 21,609	\$ 15,988	\$ 37,596	Ln 4 * Ln 5
7. Program Year 2017 Actual Therm Savings (Nov - Dec)	11,793	44,262	56,055	2017 Annual Report, P2, Annualized Savings/12*2
8. 2019 Average Distribution Rates (ADR) (Nov - Dec)	\$0.6915	\$0.1976		2020 Annual Report, Page 1, Line 6 & 10
9. Sub-Total LBR	\$ 8,155	\$ 8,746	\$ 16,901	Ln 7 * Ln 8
10. Total LBR (Measures Installed in 2017)	\$ 46,075	\$ 42,527	\$ 88,603	Ln 3 + Ln 6 + Ln 9
Measures Installed in 2018:				
11. Program Year 2018 Actual Therm Savings (Jan - Apr)	38,589	60,707	99,296	2018 Annual Reports, P2, Annualized Savings/12*4
12. 2019 Average Distribution Rates (ADR) (Jan - Apr)	\$0.6916	\$0.2010		2020 Annual Report, Page 1, Line 6 & 10
13. Sub-Total LBR	\$ 26,688	\$ 12,202	\$ 38,890	Ln 11 * Ln 12
14. Program Year 2018 Actual Therm Savings (May - Oct)	57,884	91,060	148,944	2018 Annual Reports, P2, Annualized Savings/12*6
15. 2019 Average Distribution Rates (ADR) (May - Oct)	\$0.6108	\$0.1204		2020 Annual Report, Page 1, Line 6 & 10
16. Sub-Total LBR	\$ 35,356	\$ 10,964	\$ 46,319	Ln 14 * Ln 15
17. Program Year 2018 Actual Therm Savings (Nov - Dec)	19,295	30,353	49,648	2018 Annual Reports, P2, Annualized Savings/12*2
18. 2019 Average Distribution Rates (ADR) (Nov - Dec)	\$0.6915	\$0.1976		2020 Annual Report, Page 1, Line 6 & 10
19. Sub-Total LBR	\$ 13,342	\$ 5,998	\$ 19,340	Ln 17 * Ln 18
20. Total LBR (Measures Installed in 2018)	\$ 75,386	\$ 29,163	\$ 104,550	Ln 13 + Ln 16 + Ln 19
Measures Installed in 2019:				
21. Program Year 2019 Actual Therm Savings (Jan - Apr)	54,205	80,387	134,592	2019 Annual Reports, P2, Annualized Savings/12*4
22. 2019 Average Distribution Rates (ADR) (Jan - Apr)	\$0.6916	\$0.2010		2020 Annual Report, Page 1, Line 6 & 10
23. Sub-Total LBR	\$ 37,488	\$ 16,158	\$ 53,646	Ln 21 * Ln 22
24. Program Year 2019 Actual Therm Savings (May - Oct)	81,308	120,581	201,888	2019 Annual Reports, P2, Annualized Savings/12*6
25. 2019 Average Distribution Rates (ADR) (May - Oct)	\$0.6108	\$0.1204		2020 Annual Report, Page 1, Line 6 & 10
26. Sub-Total LBR	\$ 49,663	\$ 14,518	\$ 64,181	Ln 24 * Ln 25
27. Program Year 2019 Estimated Therm Savings (Nov - Dec)	27,103	40,194	67,296	2019 Annual Reports, P2, Annualized Savings/12*2
28. 2019 Average Distribution Rates (ADR) (Nov - Dec)	\$0.6915	\$0.1976		2020 Annual Report, Page 1, Line 6 & 10
29. Sub-Total LBR	\$ 18,741	\$ 7,942	\$ 26,684	Ln 27 * Ln 28
30. Total LBR (Measures Installed in 2019)	\$ 105,892	\$ 38,618	\$ 144,510	Ln 23 + Ln 26 + Ln 29
Measures Installed in 2020:				
31. Program Year 2020 Actual Therm Savings (Jan - Apr)	7,204	5,462	12,666	2020 Annual Report, Page 3, Line 20 & 27
32. 2020 Average Distribution Rates (ADR) (Jan - Apr)	\$0.6916	\$0.2010		2020 Annual Report, Page 1, Line 6 & 10
33. Sub-Total LBR	\$ 4,982	\$ 1,098	\$ 6,080	Ln 31 * Ln 32
34. Program Year 2020 Actual Therm Savings (May - Oct)	35,388	22,362	57,750	2020 Annual Report, Page 3, Line 20 & 27
35. 2020 Average Distribution Rates (ADR) (May - Oct)	\$0.6108	\$0.1204		2020 Annual Report, Page 1, Line 6 & 10
36. Sub-Total LBR	\$ 21,615	\$ 2,692	\$ 24,307	Ln 34 * Ln 35
37. Program Year 2020 Estimated Therm Savings (Nov - Dec)	22,577	28,233	50,810	2020 Annual Report, Page 3, Line 20 & 27
38. 2020 Average Distribution Rates (ADR) (Nov - Dec)	\$0.6915	\$0.1976		2020 Annual Report, Page 1, Line 6 & 10
39. Sub-Total LBR	\$ 15,612	\$ 5,579	\$ 21,191	Ln 37 * Ln 38
40. Total LBR (Measures Installed in 2020)	\$ 42,209	\$ 9,369	\$ 51,578	Ln 33 + Ln 36 + Ln 39
41. Grand Total Actual 2020 LBR	\$ 269,563	\$ 119,678	\$ 389,241	Ln 10 + Ln 20 + Ln 30 + Ln 40