



# New Hampshire Statewide Energy Efficiency Programs

2nd Quarter Report  
January 2021 – June 2021

Docket DE 17-136

August 31, 2021



**2nd Quarter Report  
January 2021 - June 2021**

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Highlights

Description	Program Expenses <sup>1</sup>		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
<b>Electric Utilities</b>												
Statewide Programs												
Municipal Program	\$ 436,168	21%	483,500	12%	15,560,551	35%	781	31%	12,584	21%	22	20%
All Other Statewide Program	\$ 22,341,882	37%	41,167,856	33%	411,519,824	30%	27,431	42%	1,372,217	65%	300,138	89%
Sub-total	\$ 22,778,050	36%	41,651,356	33%	427,080,375	30%	28,213	42%	1,384,801	64%	300,160	89%
Company Specific Programs <sup>2</sup>	\$ 418,698	16%	1,217,331	46%	1,217,331	46%	-	-	-	-	30,191	92%
<b>Total Electric</b>	<b>\$ 23,196,748</b>	<b>35%</b>	<b>42,868,687</b>	<b>33%</b>	<b>428,297,706</b>	<b>30%</b>	<b>28,213</b>	<b>42%</b>	<b>1,384,801</b>	<b>64%</b>	<b>330,351</b>	<b>98%</b>
<b>Gas Utilities</b>												
Statewide Programs	\$ 3,937,047	37%	140,284		1,710,849		62,868	38%	1,001,101	38%	6,441	113%
Company Specific Programs <sup>2</sup>	\$ 225,171	77%	-		-		13,887	105%	13,887	105%	36,737	94%
<b>Total Gas</b>	<b>\$ 4,162,217</b>	<b>38%</b>	<b>140,284</b>		<b>1,710,849</b>		<b>76,754</b>	<b>43%</b>	<b>1,014,987</b>	<b>39%</b>	<b>43,178</b>	<b>96%</b>
<b>Grand Total</b>	<b>\$ 27,358,966</b>	<b>36%</b>	<b>43,008,970</b>	<b>33%</b>	<b>430,008,554</b>	<b>30%</b>	<b>104,967</b>	<b>43%</b>	<b>2,399,788</b>	<b>50%</b>	<b>373,529</b>	<b>90%</b>

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.
- (3) Savings and impact factors utilized throughout this report are reflective of the New Hampshire TRM as filed on December 31, 2020 in Docket No. DE 20-092. As such, they are subject to final approval of the PUC.

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Highlights  
Statewide Programs <sup>1</sup>

Description	Program Expenses		kWh Savings			MMBtu Savings			Participants	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
<b>Electric Utilities</b>										
<b>Residential</b>										
Home Energy Assistance	\$ 3,937,602	34%	752,195	7,344,633	41%	6,392	142,403	21%	242	13%
ENERGY STAR Homes	\$ 1,129,708	31%	1,163,048	23,670,364	75%	12,788	309,777	85%	479	55%
NH Home Performance w/Energy Star	\$ 5,465,203	64%	1,249,580	24,098,368	115%	48,097	1,094,751	72%	1,094	25%
ENERGY STAR Products	\$ 4,267,677	53%	12,654,510	61,729,498	54%	(28,652)	(58,652)	-433%	295,783	91%
Sub-total	\$ 14,800,191	47%	15,819,333	116,842,863	64%	38,624	1,488,279	58%	297,599	90%
<b>Commercial &amp; Industrial</b>										
Large Business Energy Solutions	\$ 3,229,999	17%	8,796,387	102,593,603	11%	(3,956)	(40,574)	0	486	28%
Small Business Energy Solutions	\$ 4,311,693	43%	16,552,135	192,083,358	64%	(7,236)	(75,488)	0	2,053	108%
Municipal Program	\$ 436,168	21%	483,500	15,560,551	35%	781	12,584	21%	22	20%
Sub-total	\$ 7,977,860	25%	25,832,022	310,237,512	25%	(10,411)	(103,478)	26%	2,561	68%
<b>Total Electric</b>	<b>\$ 22,778,050</b>	<b>36%</b>	<b>41,651,356</b>	<b>427,080,375</b>	<b>30%</b>	<b>28,213</b>	<b>1,384,801</b>	<b>64%</b>	<b>300,160</b>	<b>89%</b>
<b>Gas Utilities</b>										
<b>Residential</b>										
Home Energy Assistance	\$ 645,312	34%	21,245	452,795		3,455	60,470	36%	40	13%
ENERGY STAR Homes	\$ 427,535	39%	-	-		5,256	129,934	37%	175	38%
NH Home Performance w/Energy Star	\$ 1,182,872	94%	96,932	884,006		14,713	331,007	123%	344	48%
ENERGY STAR Products	\$ 642,597	49%	19,783	332,277		12,894	211,185	67%	4,907	171%
Sub-total	\$ 2,898,317	52%	137,960	1,669,078		36,317	732,596	66%	5,466	126%
<b>Commercial &amp; Industrial</b>										
Large Business Energy Solutions	\$ 499,989	17%	(28)	(565)		17,445	144,022	14%	305	164%
Small Business Energy Solutions	\$ 538,741	24%	2,352	42,336		9,105	124,483	12%	670	58%
Sub-total	\$ 1,038,730	20%	2,324	41,771		26,550	268,505	18%	975	73%
<b>Total Gas</b>	<b>\$ 3,937,047</b>	<b>37%</b>	<b>140,284</b>	<b>1,710,849</b>		<b>62,868</b>	<b>1,001,101</b>	<b>38%</b>	<b>6,441</b>	<b>113%</b>
<b>Grand Total</b>	<b>\$ 26,715,097</b>	<b>36%</b>	<b>41,791,639</b>	<b>428,791,223</b>	<b>30%</b>	<b>91,080</b>	<b>2,385,902</b>	<b>50%</b>	<b>306,601</b>	<b>90%</b>

Notes:

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

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Highlights  
Company-Specific Programs <sup>1</sup>

Description	Program Expenses		kWh Savings			MMBtu Savings			Participants	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
<b>Electric Utilities</b>										
<b>Residential</b>										
Home Energy Reports	\$ 155,041	56%	1,217,331	1,217,331	46%	-	-	-	30,191	92%
Customer Engagement Platform	\$ -	0%	-	-	-	-	-	-	-	-
Residential DR Program	\$ 41,170	16%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses <sup>2</sup>	\$ 21,408	20%	-	-	-	-	-	-	-	-
Sub-total	\$ 217,619	24%	1,217,331	1,217,331	46%	-	-	-	30,191	92%
<b>Commercial &amp; Industrial</b>										
Smart Start	\$ 17,757	51%	-	-	-	-	-	-	-	-
C&I Customer Partnerships	\$ 853	4%	-	-	-	-	-	-	-	-
C&I RFP Program	\$ -	0%	-	-	-	-	-	-	-	-
Education	\$ 67,470	13%	-	-	-	-	-	-	-	-
Customer Engagement Platform	\$ -	0%	-	-	-	-	-	-	-	-
Large Business DR Initiative	\$ 77,355	13%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses <sup>2</sup>	\$ 37,645	18%	-	-	-	-	-	-	-	-
Sub-total	\$ 201,079	11%	-	-	-	-	-	-	-	-
<b>Total Residential and C&amp;I</b>	<b>\$ 418,698</b>	<b>23%</b>	<b>1,217,331</b>	<b>1,217,331</b>	<b>46%</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>30,191</b>	<b>92%</b>
<b>Gas Utilities</b>										
<b>Residential</b>										
Home Energy Reports <sup>3</sup>	\$ 209,262	59%	-	-	-	13,887	13,887	79%	36,737	94%
Education	\$ -	-	-	-	-	-	-	-	-	-
Sub-total	\$ 209,262	59%	-	-	-	13,887	13,887	79%	36,737	94%
<b>Commercial &amp; Industrial</b>										
Education	\$ 15,908	15%	-	-	-	-	-	-	-	-
Sub-total	\$ 15,908	15%	-	-	-	-	-	-	-	-
<b>Total Residential and C&amp;I</b>	<b>\$ 225,171</b>	<b>63%</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>13,887</b>	<b>13,887</b>	<b>79%</b>	<b>36,737</b>	<b>94%</b>
<b>Grand Total</b>	<b>\$ 643,869</b>	<b>30%</b>	<b>1,217,331</b>	<b>1,217,331</b>	<b>46%</b>	<b>13,887</b>	<b>13,887</b>	<b>79%</b>	<b>66,928</b>	<b>93%</b>

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) Unutil's gas and electric HER offering was launched in the fall of 2018. Annualized savings values are still being developed by the Company and by its vendor and will be updated for the Company's annual report filing.

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Highlights  
Home Energy Assistance Program <sup>1</sup>

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 <sup>2</sup>	\$ 1,201,849	\$ 838,773	\$ 8,110,149	\$ 1,353,131	\$ 11,503,901	\$ 1,482,845	\$ 413,000	\$ 1,895,845	\$ 13,399,746
(Utility Program) Actual	\$ 208,364	\$ 286,134	\$ 2,899,389	\$ 513,737	\$ 3,907,624	\$ 471,406	\$ 1,672,523	\$ 2,143,929	\$ 6,051,553
Percent	17%	34%	36%	38%	34%	32%	405%	113%	45%
Program Incentives: Budget <sup>3</sup>	\$ 883,359	\$ 594,171	\$ 6,913,994	\$ 947,926	\$ 9,339,450	\$ 1,204,812	\$ 303,667	\$ 1,508,479	\$ 10,847,928
(Utility Program) Actual <sup>4</sup>	\$ 122,092	\$ 212,444	\$ 2,789,218	\$ 281,008	\$ 3,404,764	\$ 426,854	\$ 250,807	\$ 677,661	\$ 4,082,424
Percent	14%	36%	40%	30%	36%	35%	83%	45%	38%
Participants Served: Goal	124	509	1,083	122	1,838	235	70	305	2,143
Actual <sup>5</sup>	8	16	336	17	377	31	12	43	420
Percent	6%	3%	31%	14%	21%	13%	17%	14%	20%
Collaboration: Actual Collaborated Funds <sup>6</sup>	\$ 6,330	\$ 49,197	\$ 357,184	\$ 28,497	\$ 441,207	\$ 73,311	\$ 12,605	\$ 85,916	\$ 527,124
Total Actual Expenses (Utility + Collaboration)	\$ 128,422	\$ 261,641	\$ 3,146,402	\$ 309,506	\$ 3,845,971	\$ 500,165	\$ 263,412	\$ 763,577	\$ 4,609,548
% of Total Actual Expenses	5%	19%	11%	9%	11%	15%	5%	11%	11%
Collaborated Units	3	12	175	9	199	18	2	20	219
% of Total Participants Served	38%	75%	52%	53%	53%	58%	17%	47%	52%
Heating Systems: Actual Incentives	\$ 47,480	\$ 34,780	\$ 211,479	\$ 59,238	\$ 352,977	\$ 142,270	\$ 48,875	\$ 191,145	\$ 544,122
% of HEA Utility Total Budget	4%	4%	3%	4%	3%	10%	12%	10%	4%
Dwelling Mix:									
Single Family	6	16	174	16	212	30	5	35	247
Multi-Family	2	-	162	1	165	1	7	8	173
Total	8	16	336	17	377	31	12	43	420

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	52	16	24	30	4	55	16	40	27	113	377
Gas	0	0	0	0	0	30	1	1	11	0	43
Total											420

\* 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.

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Highlights  
CO<sub>2</sub> Emissions Reductions

Description	Units	CO2 Emission Factors In lbs Per Unit <sup>1</sup>	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	
<b>Annual</b>												
Electricity <sup>2</sup>	MWH	1,087.000	0.4930	42,869	21,133	276	140	69	43,009	21,202	276	
Natural Gas	MMBtu	117.080	0.0531	(7,379)	(392)	(7)	76,754	4,075	69,375	3,684	(7)	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	11,279	826	18	-	-	11,279	826	18	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	1,222	88	8	-	-	1,222	88	8	
Propane	MMBtu	139.178	0.0631	17,823	1,125	72	-	-	17,823	1,125	72	
Wood	MMBtu	-	-	4,516	-	-	-	-	4,516	-	-	
Wood Pellet	-	-	-	751	-	-	-	-	751	-	-	
Other	MMBtu	-	-	-	-	-	-	-	-	-	-	
<b>Total Annual Emissions Reductions</b>					<b>22,780</b>	<b>368</b>		<b>4,145</b>		<b>26,925</b>	<b>368</b>	
<b>Lifetime</b>												
Electricity <sup>2</sup>	MWH	1,087.000	0.4930	428,298	211,138	8,039	1,711	843	430,009	211,982	8,039	
Natural Gas	MMBtu	117.080	0.0531	(20,992)	(1,115)	(48)	1,014,987	53,893	993,995	52,779	(48)	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	695,421	50,899	592	-	-	695,421	50,899	592	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	25,279	1,829	172	-	-	25,279	1,829	172	
Propane	MMBtu	139.178	0.0631	561,314	35,430	1,034	-	-	561,314	35,430	1,034	
Wood	MMBtu	-	-	106,243	-	-	-	-	106,243	-	-	
Wood Pellet	-	-	-	17,536	-	-	-	-	17,536	-	-	
Other	-	-	-	-	-	-	-	-	-	-	-	
<b>Total Lifetime Emissions Reductions</b>					<b>298,181</b>	<b>9,789</b>		<b>54,737</b>		<b>352,917</b>	<b>9,789</b>	

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](http://www.eia.gov/electricity/annual/html/epa_a_03.html)  
Based on 2009 Greenhouse Gas Emissions Reduction Fund Grant Guidelines for CO<sub>2</sub> emission conversion factor for electrically powered equipment.

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Highlights  
Annual Savings by Fuel Type**

Program	Electric Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Oil	Natural Gas	LP	Kerosene	Wood	Wood Pellet	Other	Total	Electricity
Home Energy Assistance	4,185	84	497	1,141	480	4	-	6,392	752,195
ENERGY STAR Homes	(6)	(101)	12,894	-	-	-	-	12,788	1,163,048
NH Home Performance w/Energy Star	31,758	746	10,729	80	4,036	747	-	48,097	1,249,580
ENERGY STAR Products	(16,899)	(4,392)	(7,360)	-	-	-	-	(28,652)	12,654,510
Large Business Energy Solutions	(2,700)	(1,163)	(94)	-	-	-	-	(3,956)	8,796,387
Small Business Energy Solutions	(4,886)	(2,418)	68	-	-	-	-	(7,236)	16,552,135
Municipal Program	(173)	(134)	1,089	-	-	-	-	781	483,500
Company-Specific Programs	-	-	-	-	-	-	-	-	1,217,331
<b>Total</b>	<b>11,279</b>	<b>(7,379)</b>	<b>17,823</b>	<b>1,222</b>	<b>4,516</b>	<b>751</b>	<b>-</b>	<b>28,213</b>	<b>42,868,687</b>

  

Program	Gas Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Oil	Natural Gas	LP	Kerosene	Wood	Wood Pellet	Other	Total	Electricity
Home Energy Assistance	-	3,455	-	-	-	-	-	3,455	21,245
ENERGY STAR Homes	-	5,256	-	-	-	-	-	5,256	-
NH Home Performance w/Energy Star	-	14,713	-	-	-	-	-	14,713	96,932
ENERGY STAR Products	-	12,894	-	-	-	-	-	12,894	19,783
Large Business Energy Solutions	-	17,445	-	-	-	-	-	17,445	(28)
Small Business Energy Solutions	-	9,105	-	-	-	-	-	9,105	2,352
Municipal Program	-	-	-	-	-	-	-	-	-
Company-Specific Programs	-	13,887	-	-	-	-	-	13,887	-
	-	<b>76,754</b>	-	-	-	-	-	<b>76,754</b>	<b>140,284</b>



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Summary of Results by Utility  
 Statewide & Company-Specific Programs Combined <sup>1</sup>

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	\$ 1,795,639	\$ 1,492,602	\$ 16,886,603	\$ 3,021,905	\$ 23,196,748	\$ 3,098,979	\$ 1,063,239	\$ 4,162,217	\$ 27,358,966
	Percent	30%	34%	36%	39%	35%	36%	44%	37%	36%
Program Participation	Goal	24,695	51,460	232,936	59,418	368,509	34,395	10,395	44,790	413,299
	Actual	13,860	42,892	208,895	64,704	330,351	29,783	13,395	43,178	373,529
	Percent	56%	83%	90%	109%	90%	87%	129%	96%	90%
Annual kWh Savings	Goal	11,927,257	6,656,215	98,785,893	14,090,468	131,459,833	180,710	49,230	229,940	131,689,773
	Actual	2,972,580	2,677,560	31,880,231	5,338,316	42,868,687	116,236	24,048	140,284	43,008,970
	Percent	25%	40%	32%	38%	33%				33%
Lifetime kWh Savings	Goal	138,202,666	59,524,113	1,112,008,713	126,312,538	1,436,048,031	1,159,677	527,565	1,687,242	1,437,735,273
	Actual	33,032,549	22,174,727	324,512,699	48,577,731	428,297,706	1,404,449	306,400	1,710,849	430,008,554
	Percent	24%	37%	29%	38%	30%				30%
Annual MMBtu Savings	Goal	7,750	5,523	58,190	(4,361)	67,102	146,186	36,792	182,978	250,080
	Actual	2,393	(7,118)	32,446	491	28,213	61,973	14,781	76,754	104,967
	Percent	31%	-129%	56%	-11%	42%	42%	40%	42%	42%
Lifetime MMBtu Savings	Goal	170,890	191,311	1,750,745	64,497	2,177,443	2,116,800	510,680	2,627,479	4,804,922
	Actual	54,136	79,631	1,153,874	97,160	1,384,801	798,922	216,065	1,014,987	2,399,788
	Percent	32%	42%	66%	151%	64%	38%	42%	39%	50%

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

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Program Results  
Home Energy Assistance (HEA)

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 1,201,849	\$ 838,773	\$ 8,110,149	\$ 1,353,131	\$ 11,503,901	\$ 1,482,845	\$ 413,000	\$ 1,895,845	\$ 13,399,746
	Actual	\$ 208,364	\$ 286,134	\$ 2,929,368	\$ 513,737	\$ 3,937,602	\$ 471,406	\$ 173,906	\$ 645,312	\$ 4,582,915
	Percent	17%	34%	36%	38%	34%	32%	42%	34%	34%
Program Participation	Goal	124	509	1,083	122	1,838	235	70	305	2,143
	Actual	8	16	196	22	242	31	9	40	282
	Percent	6%	3%	18%	18%	13%	13%	13%	13%	13%
Annual kWh Savings	Goal	129,274	75,870	1,154,668	80,494	1,440,307	-	11,801	11,801	1,452,108
	Actual	19,772	34,257	678,824	19,342	752,195	17,922	3,323	21,245	773,440
	Percent	15%	45%	59%	24%	52%				53%
Lifetime kWh Savings	Goal	1,552,590	983,088	14,320,972	1,119,286	17,975,936	-	88,394	88,394	18,064,330
	Actual	216,481	521,000	6,309,339	297,813	7,344,633	380,627	72,168	452,795	7,797,428
	Percent	14%	53%	44%	27%	41%				43%
Annual MMBtu Savings	Goal	3,275	2,129	23,999	2,692	32,095	6,381	1,817	8,198	40,293
	Actual	348	436	5,039	568	6,392	2,541	914	3,455	9,847
	Percent	11%	20%	21%	21%	20%	40%	50%	42%	24%
Lifetime MMBtu Savings	Goal	72,982	41,470	498,590	53,818	666,861	127,363	39,238	166,601	833,462
	Actual	7,339	8,822	114,082	12,160	142,403	42,721	17,749	60,470	202,873
	Percent	10%	21%	23%	23%	21%	34%	45%	36%	24%

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**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	\$ 38,733	\$ 110,163	\$ 905,274	\$ 75,538	\$ 1,129,708	\$ 350,314	\$ 77,222	\$ 427,535	\$ 1,557,244
	Percent	11%	20%	40%	17%	31%	40%	36%	39%	33%
Program Participation	Goal	29	89	692	66	876	406	49	455	1,331
	Actual	67	37	361	14	479	157	18	175	654
	Percent	231%	42%	52%	21%	55%	39%	37%	38%	49%
Annual kWh Savings	Goal	62,462	161,330	1,071,633	98,566	1,393,991	-	9,624	9,624	1,403,615
	Actual	109,217	175,581	863,843	14,407	1,163,048	-	-	-	1,163,048
	Percent	175%	109%	81%	15%	83%				83%
Lifetime kWh Savings	Goal	1,429,585	3,321,847	24,269,721	2,415,653	31,436,806	-	121,618	121,618	31,558,424
	Actual	1,892,817	4,140,533	17,380,813	256,201	23,670,364	-	-	-	23,670,364
	Percent	132%	125%	72%	11%	75%				75%
Annual MMBtu Savings	Goal	613	1,474	11,275	1,796	15,159	12,724	1,495	14,219	29,378
	Actual	142	516	11,758	372	12,788	4,194	1,062	5,256	18,043
	Percent	23%	35%	104%	21%	84%	33%	71%	37%	61%
Lifetime MMBtu Savings	Goal	14,683	36,980	269,119	44,989	365,771	318,111	35,648	353,758	719,529
	Actual	3,549	12,930	284,618	8,680	309,777	104,096	25,838	129,934	439,711
	Percent	24%	35%	106%	19%	85%	33%	72%	37%	61%

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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	\$ 1,029,960	\$ 222,642	\$ 1,252,602	\$ 9,845,473
	Actual	\$ 286,225	\$ 421,490	\$ 4,013,523	\$ 743,965	\$ 5,465,203	\$ 846,337	\$ 336,535	\$ 1,182,872	\$ 6,648,075
	Percent	50%	63%	61%	93%	64%	82%	151%	94%	68%
Program Participation	Goal	94	1,042	3,129	109	4,374	670	54	724	5,098
	Actual	98	57	791	148	1,094	269	75	344	1,438
	Percent	104%	5%	25%	136%	25%	40%	139%	48%	28%
Annual kWh Savings	Goal	154,107	169,404	1,313,457	92,603	1,729,571	159,273	20,861	180,134	1,909,705
	Actual	117,307	220,133	764,694	147,446	1,249,580	83,447	13,485	96,932	1,346,512
	Percent	76%	130%	58%	159%	72%				71%
Lifetime kWh Savings	Goal	2,210,404	2,737,965	14,438,359	1,631,808	21,018,536	796,364	215,467	1,011,831	22,030,367
	Actual	1,308,287	5,086,594	14,985,299	2,718,188	24,098,368	773,322	110,684	884,006	24,982,374
	Percent	59%	186%	104%	167%	115%				113%
Annual MMBtu Savings	Goal	4,634	6,869	65,147	3,196	79,847	13,010	1,729	14,739	94,586
	Actual	2,123	4,147	37,281	4,546	48,097	10,833	3,880	14,713	62,809
	Percent	46%	60%	57%	142%	60%	83%	224%	100%	66%
Lifetime MMBtu Savings	Goal	83,521	136,418	1,244,665	64,090	1,528,695	234,604	34,325	268,929	1,797,623
	Actual	42,365	98,346	853,341	100,698	1,094,751	241,814	89,192	331,007	1,425,758
	Percent	51%	72%	69%	157%	72%	103%	260%	123%	79%

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Program Results  
ENERGY STAR Products

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 367,436	\$ 858,424	\$ 5,745,856	\$ 1,044,547	\$ 8,016,263	\$ 964,367	\$ 347,114	\$ 1,311,481	\$ 9,327,745
	Actual	\$ 255,158	\$ 417,855	\$ 3,056,143	\$ 538,522	\$ 4,267,677	\$ 430,114	\$ 212,483	\$ 642,597	\$ 4,910,274
	Percent	69%	49%	53%	52%	53%	45%	61%	49%	53%
Program Participation	Goal	13,805	49,644	225,372	35,887	324,708	2,052	812	2,864	327,572
	Actual	4,693	42,754	205,191	43,146	295,783	4,693	214	4,907	300,690
	Percent	34%	86%	91%	120%	91%	229%	26%	171%	92%
Annual kWh Savings	Goal	782,623	2,545,310	12,349,865	2,075,702	17,753,501	18,917	4,475	23,392	17,776,893
	Actual	322,470	1,796,945	8,741,876	1,793,218	12,654,510	14,895	4,888	19,783	12,674,293
	Percent	41%	71%	71%	86%	71%				71%
Lifetime kWh Savings	Goal	5,042,748	13,105,515	82,718,663	12,485,550	113,352,476	317,953	59,500	377,453	113,729,929
	Actual	2,643,677	6,966,052	44,470,145	7,649,624	61,729,498	251,065	81,212	332,277	62,061,775
	Percent	52%	53%	54%	61%	54%				55%
Annual MMBtu Savings	Goal	(772)	(3,262)	(10,611)	(2,527)	(17,172)	14,841	4,204	19,046	1,874
	Actual	(220)	(11,638)	(13,583)	(3,211)	(28,652)	10,375	2,519	12,894	(15,758)
	Percent	28%	357%	128%	127%	167%	70%	60%	68%	-841%
Lifetime MMBtu Savings	Goal	(296)	(7,307)	24,061	(2,914)	13,544	244,433	70,098	314,531	328,075
	Actual	883	(34,398)	(18,523)	(6,613)	(58,652)	167,141	44,044	211,185	152,533
	Percent	-298%	471%	-77%	227%	-433%	68%	63%	67%	46%

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**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	\$ 15,066,788	\$ 1,632,099	\$ 19,222,288	\$ 2,190,676	\$ 740,393	\$ 2,931,069	\$ 22,153,357
	Actual	\$ 341,849	\$ 84,652	\$ 2,366,501	\$ 436,997	\$ 3,229,999	\$ 423,270	\$ 76,719	\$ 499,989	\$ 3,729,988
	Percent	18%	14%	16%	27%	17%	19%	10%	17%	17%
Program Participation	Goal	129	39	1,331	248	1,747	93	93	186	1,933
	Actual	19	2	456	9	486	305	-	305	791
	Percent	15%	5%	34%	4%	28%	328%	0%	164%	41%
Annual kWh Savings	Goal	6,851,856	2,380,926	60,359,543	5,582,936	75,175,261	-	-	-	75,175,261
	Actual	703,241	179,596	6,623,081	1,290,470	8,796,387	(28)	-	(28)	8,796,359
	Percent	10%	8%	11%	23%	12%				12%
Lifetime kWh Savings	Goal	91,576,096	25,748,629	724,619,618	62,400,291	904,344,633	-	-	-	904,344,633
	Actual	9,311,018	2,015,373	77,520,901	13,746,312	102,593,603	(565)	-	(565)	102,593,038
	Percent	10%	8%	11%	22%	11%				11%
Annual MMBtu Savings	Goal	-	(1,267)	(17,027)	(780)	(19,074)	61,935	16,373	78,308	59,234
	Actual	-	(561)	(2,242)	(1,154)	(3,956)	17,445	-	17,445	13,489
	Percent	-	44%	13%	148%	21%	28%	0%	22%	23%
Lifetime MMBtu Savings	Goal	-	(12,673)	(171,207)	(8,002)	(191,883)	774,804	229,189	1,003,994	812,110
	Actual	-	(6,616)	(22,486)	(11,472)	(40,574)	144,022	-	144,022	103,448
	Percent	-	52%	13%	143%	21%	19%	0%	14%	13%

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Program Results  
Small Business Energy Solutions

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 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	\$ 482,296	\$ 128,145	\$ 3,229,975	\$ 471,276	\$ 4,311,693	\$ 367,399	\$ 171,342	\$ 538,741	\$ 4,850,434
	Percent	40%	22%	48%	30%	43%	20%	42%	24%	40%
Program Participation	Goal	247	119	1,274	259	1,899	939	217	1,156	3,055
	Actual	79	21	1,889	64	2,053	629	41	670	2,723
	Percent	32%	18%	148%	25%	108%	67%	19%	58%	89%
Annual kWh Savings	Goal	2,817,297	1,143,875	19,394,846	3,894,703	27,250,721	2,520	2,470	4,990	27,255,710
	Actual	1,263,550	232,411	13,925,844	1,130,330	16,552,135	-	2,352	2,352	16,554,487
	Percent	45%	20%	72%	29%	61%				61%
Lifetime kWh Savings	Goal	30,942,840	11,655,276	217,837,564	40,043,750	300,479,431	45,360	42,587	87,947	300,567,377
	Actual	16,518,445	2,981,529	160,893,502	11,689,882	192,083,358	-	42,336	42,336	192,125,694
	Percent	53%	26%	74%	29%	64%				64%
Annual MMBtu Savings	Goal	-	(549)	(17,096)	(8,640)	(26,285)	24,125	5,870	29,995	3,710
	Actual	-	(74)	(6,607)	(555)	(7,236)	6,203	2,902	9,105	1,869
	Percent	-	14%	39%	6%	28%	26%	49%	30%	50%
Lifetime MMBtu Savings	Goal	-	(5,487)	(172,930)	(86,495)	(264,913)	404,316	96,878	501,194	236,282
	Actual	-	(879)	(69,055)	(5,554)	(75,488)	88,744	35,739	124,483	48,995
	Percent	-	16%	40%	6%	0	22%	37%	25%	21%

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**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	\$ 83,332	\$ 39,563	\$ 216,332	\$ 96,940	\$ 436,168
	Percent	50%	24%	15%	37%	21%
Program Participation	Goal	11	17	55	27	110
	Actual	4	5	11	2	22
	Percent	36%	29%	20%	7%	20%
Annual kWh Savings	Goal	333,383	179,499	3,141,880	414,280	4,069,043
	Actual	48,890	38,637	282,068	113,905	483,500
	Percent	15%	22%	9%	27%	12%
Lifetime kWh Savings	Goal	4,652,149	1,971,792	33,803,818	4,365,016	44,792,774
	Actual	753,691	463,646	2,952,701	11,390,513	15,560,551
	Percent	16%	24%	9%	261%	35%
Annual MMBtu Savings	Goal	-	129	2,503	(99)	2,533
	Actual	-	56	800	(74)	781
	Percent	-	43%	32%	75%	31%
Lifetime MMBtu Savings	Goal	-	1,910	58,447	(989)	59,368
	Actual	-	1,426	11,897	(738)	12,584
	Percent	-	75%	20%	75%	21%



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

Description		Liberty Utilities	Liberty Utilities	New Hampshire Electric Cooperative	Unitil <sup>1</sup>	Unitil <sup>1</sup>
		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	\$ 69,920	\$ 195,382	\$ -	\$ 85,121	\$ 13,880
	Percent	58%	68%	0%	55%	20%
Program Participation	Goal	10,256	30,000	-	22,700	9,100
	Actual	8,892	23,699	-	21,299	13,038
	Percent	87%	79%	-	94%	143%
Annual kWh Savings	Goal	796,254	-	-	1,851,185	-
	Actual	388,133	-	-	829,198	-
	Percent	49%	-	-	45%	-
Lifetime kWh Savings	Goal	796,254	-	-	1,851,185	-
	Actual	388,133	-	-	829,198	-
	Percent	49%	-	-	45%	-
Annual MMBtu Savings	Goal	-	13,169	-	-	5,304
	Actual	-	10,383	-	-	3,504
	Percent	-	79%	-	-	66%
Lifetime MMBtu Savings	Goal	-	13,169	-	-	5,304
	Actual	-	10,383	-	-	3,504
	Percent	-	79%	-	-	66%

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Program Results  
 Company-Specific Programs  
 Eversource

Description		Smart Start	C&I	C&I	Total
		Program Administration	RFP Program	Customer Partnerships	
Program Expenses	Budget	\$ 30,000	\$ -	\$ 23,124	\$ 53,124
	Actual	\$ 17,757	\$ -	\$ 853	\$ 18,610
	Percent	59%	-	4%	35%
Program Participation	Goal	-	-	-	-
	Actual	-	-	-	-
	Percent	-	-	-	-
Annual kWh Savings	Goal	-	-	-	-
	Actual	-	-	-	-
	Percent	-	-	-	-
Lifetime kWh Savings	Goal	-	-	-	-
	Actual	-	-	-	-
	Percent	-	-	-	-

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Education Programs

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
<b>Program Expenses</b>									
Budget	\$ 72,756	\$ 73,878	\$ 290,517	\$ 74,785	\$ 511,936	\$ 87,944	\$ 18,567	\$ 106,511	\$ 618,447
Actual*	10,111	3,074	48,882	5,404	67,470	14,756	1,153	15,908	83,378
Percent	14%	4%	17%	7%	13%	17%	6%	15%	13%

**Activities**

**Residential Programs**

April 13-23: NH Energy Week  
 April 26: Virtual Button Up Plymouth  
 May 4: Virtual Button Up Keene  
 May 11: Virtual Button Up Goffstown  
 May 17: Virtual Button Up Exeter  
 May 19: Virtual Button Up Rindge

**Commercial Programs**

February 11: Business Partner Rollout  
 February 21: Building Operator Certification  
 April 13-23: NH Energy Week  
 May 12: Energy Benchmarking and Understanding Utility Bills  
 May 19: Energy Auditing 101  
 May 26: Energy and Water Measurement Verification  
 June 2: Optimizing the Use of Energy Management Systems (EMS)  
 June 9: Smart Buildings - Industry Trends

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Forward Capacity Market (FCM) Proceeds and Expenses

Description	Electric Utilities				Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	
<b>Estimated Annual FCM Proceeds</b>	\$ 609,155	\$ 100,000	\$ 5,192,962	\$ 746,048	\$ 6,648,165
<b>Estimated Annual FCM Expenses</b>	\$ 90,191	\$ 20,000	\$ 150,000	\$ 51,500	\$ 311,691
<b>Actual FCM Proceeds</b>					
Qtr. 1	\$ 139,855	\$ 23,848	\$ 1,273,918	\$ 142,359	\$ 1,579,980
Qtr. 2	139,056	-	1,980,884	142,949	2,262,890
Qtr. 3	-	-	-	-	-
Qtr. 4	-	-	-	-	-
Total	\$ 278,911	\$ 23,848	\$ 3,254,802	\$ 285,309	\$ 3,842,870
<b>Actual FCM Expenses</b>					
Financial Assurance					
Qtr. 1	\$ -	\$ -	\$ -	\$ -	\$ -
Qtr. 2	-	1,526	1,000	-	2,526
Qtr. 3	-	-	-	-	-
Qtr. 4	-	-	-	-	-
Total	\$ -	\$ 1,526	\$ 1,000	\$ -	\$ 2,526
Other					
Qtr. 1	\$ 1,638	\$ -	\$ 7,372	\$ 2,225	\$ 11,234
Qtr. 2	18,014	-	15,265	12,014	45,293
Qtr. 3	-	-	-	-	-
Qtr. 4	-	-	-	-	-
Total	\$ 19,652	\$ -	\$ 22,637	\$ 14,239	\$ 56,527
<b>Total Financial Assurance &amp; Other</b>	\$ 19,652	\$ 1,525.9	\$ 23,637	\$ 14,239	\$ 59,053
<b>Actual Net FCM Proceeds*</b>	\$ 259,259	\$ 22,323	\$ 3,231,165	\$ 271,070	\$ 3,783,817

\* 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.

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Expenses By Activity  
Residential Programs

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas		
Home Energy Assistance	Internal Admin	\$ 3,845	\$ 22,308	\$ 48,208	\$ 33,501	\$ 107,863	\$ 4,166	\$ 14,001	\$ 18,167	\$ 126,030
	External Admin	45	3,712	-	475	4,232	68	172	239	4,471
	Rebate/Services	125,741	226,659	2,549,159	406,257	3,307,815	372,894	131,202	504,095	3,811,911
	Implementation Services	50,311	23,387	94,166	40,860	208,724	52,906	15,818	68,723	277,447
	Marketing	13,825	4,091	50,698	13,113	81,726	20,906	3,543	24,449	106,176
	EM&V	14,596	5,978	187,136	19,532	227,243	20,466	9,171	29,638	256,881
	Total	\$ 208,364	\$ 286,134	\$ 2,929,368	\$ 513,737	\$ 3,937,602	\$ 471,406	\$ 173,906	\$ 645,312	\$ 4,582,915
ENERGY STAR Homes	Internal Admin	\$ 1,249	\$ 8,427	\$ 13,504	\$ 10,388	\$ 33,568	\$ 4,622	\$ 8,828	\$ 13,450	\$ 47,018
	External Admin	854	1,402	-	125	2,381	35	97	133	2,514
	Rebate/Services	13,350	83,012	773,835	40,789	910,986	301,419	55,600	357,018	1,268,004
	Implementation Services	15,228	14,313	64,414	16,070	110,026	22,696	5,495	28,191	138,217
	Marketing	3,688	2,720	19,163	3,007	28,578	10,863	2,007	12,870	41,448
	EM&V	4,363	288	34,358	5,160	44,169	10,678	5,195	15,874	60,043
	Total	\$ 38,733	\$ 110,163	\$ 905,274	\$ 75,538	\$ 1,129,708	\$ 350,314	\$ 77,222	\$ 427,535	\$ 1,557,244
HP w/ENERGY STAR	Internal Admin	\$ 1,778	\$ 32,916	\$ 38,897	\$ 10,011	\$ 83,601	\$ 2,148	\$ 6,621	\$ 8,769	\$ 92,370
	External Admin	22	8,520	-	148	8,690	38	79	117	8,807
	Rebate/Services	247,813	333,999	3,645,144	697,072	4,924,028	789,884	318,873	1,108,758	6,032,786
	Implementation Services	22,963	32,629	89,803	26,917	172,312	25,551	5,106	30,657	202,969
	Marketing	6,639	7,958	75,551	3,733	93,882	17,324	1,632	18,956	112,838
	EM&V	7,010	5,468	164,128	6,084	182,689	11,392	4,224	15,616	198,305
	Total	\$ 286,225	\$ 421,490	\$ 4,013,523	\$ 743,965	\$ 5,465,203	\$ 846,337	\$ 336,535	\$ 1,182,872	\$ 6,648,075
ENERGY STAR Products	Internal Admin	\$ 1,322	\$ 32,183	\$ 34,155	\$ 29,847	\$ 97,507	\$ 5,782	\$ 11,355	\$ 17,137	\$ 114,644
	External Admin	14	5,355	-	439	5,807	35	154	190	5,997
	Rebate/Services	229,783	324,815	2,865,488	463,841	3,883,927	380,515	185,162	565,677	4,449,604
	Implementation Services	15,804	47,116	17,677	9,773	90,371	22,415	4,374	26,789	117,160
	Marketing	3,773	7,285	54,427	16,573	82,058	10,775	3,187	13,962	96,020
	EM&V	4,462	1,100	84,396	18,049	108,007	10,591	8,251	18,842	126,849
	Total	\$ 255,158	\$ 417,855	\$ 3,056,143	\$ 538,522	\$ 4,267,677	\$ 430,114	\$ 212,483	\$ 642,597	\$ 4,910,274

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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	\$ 1,432	\$ 458	\$ 1,049	\$ -	\$ 2,939	\$ 515	\$ -	\$ 515	\$ 3,454
	External Admin	1	-	-	81	82	3	-	3	86
	Rebate/Services	63,412	-	1,683	81,141	146,236	182,741	12,554	195,294	341,530
	Implementation Services	4,031	-	4,534	3,980	12,544	8,620	1,327	9,946	22,490
	Marketing	-	-	-	-	-	-	-	-	-
	EM&V	9,495	-	5,611	4,930	20,036	3,504	-	3,504	23,540
	Total	\$ 78,370	\$ 458	\$ 12,877	\$ 90,132	\$ 181,837	\$ 195,382	\$ 13,880	\$ 209,262	\$ 391,100
Total Residential	Internal Admin	\$ 9,626	\$ 96,292	\$ 135,813	\$ 83,747	\$ 325,478	\$ 17,234	\$ 40,804	\$ 58,038	\$ 383,516
	External Admin	935	18,989	-	1,268	21,192	179	503	682	21,874
	Rebate/Services	680,100	968,484	9,835,309	1,689,100	13,172,993	2,027,452	703,389	2,730,842	15,903,834
	Implementation Services	108,338	117,445	270,594	97,599	593,976	132,187	32,120	164,307	758,283
	Marketing	27,925	22,055	199,839	36,426	286,244	59,869	10,369	70,238	356,482
	EM&V	39,925	12,834	475,630	53,755	582,145	56,632	26,841	83,473	665,618
	Total	\$ 866,850	\$ 1,236,100	\$ 10,917,185	\$ 1,961,894	\$ 14,982,028	\$ 2,293,553	\$ 814,026	\$ 3,107,579	\$ 18,089,607
Total %	Internal Admin	1.1%	7.8%	1.2%	4.3%	2.2%	0.8%	5.0%	1.9%	2.1%
	External Admin	0.1%	1.5%	0.0%	0.1%	0.1%	0.0%	0.1%	0.0%	0.1%
	Rebate/Services	78.5%	78.4%	90.1%	86.1%	87.9%	88.4%	86.4%	87.9%	87.9%
	Implementation Services	12.5%	9.5%	2.5%	5.0%	4.0%	5.8%	3.9%	5.3%	4.2%
	Marketing	3.2%	1.8%	1.8%	1.9%	1.9%	2.6%	1.3%	2.3%	2.0%
	EM&V	4.6%	1.0%	4.4%	2.7%	3.9%	2.5%	3.3%	2.7%	3.7%
	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.

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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	\$ 12,886	\$ 6,334	\$ 124,214	\$ 48,684	\$ 192,117	\$ 4,578	\$ 26,452	\$ 31,029	\$ 223,147
	External Admin	71	1,054	-	654	1,780	88	275	363	2,143
	Rebate/Services	218,980	61,684	1,320,289	270,255	1,871,207	281,922	9,768	291,690	2,162,897
	Implementation Services	69,332	13,680	485,408	70,125	638,545	73,668	19,540	93,208	731,754
	Marketing	16,643	1,684	213,907	16,103	248,337	36,270	6,024	42,295	290,631
	EM&V	23,936	217	222,683	31,176	278,013	26,744	14,660	41,404	319,417
	Total	\$ 341,849	\$ 84,652	\$ 2,366,501	\$ 436,997	\$ 3,229,999	\$ 423,270	\$ 76,719	\$ 499,989	\$ 3,729,988
Small Business Energy Solutions	Internal Admin	\$ 4,335	\$ 8,833	\$ 55,058	\$ 42,272	\$ 110,497	\$ 11,197	\$ 16,395	\$ 27,592	\$ 138,089
	External Admin	45	1,470	-	568	2,083	73	170	243	2,326
	Rebate/Services	390,159	69,397	2,420,687	353,836	3,234,079	253,598	126,568	380,165	3,614,244
	Implementation Services	60,807	45,796	484,080	37,135	627,818	51,109	15,253	66,361	694,179
	Marketing	11,550	2,348	169,997	14,084	197,979	28,933	3,871	32,803	230,782
	EM&V	15,399	302	100,153	23,382	139,236	22,491	9,085	31,576	170,812
	Total	\$ 482,296	\$ 128,145	\$ 3,229,975	\$ 471,276	\$ 4,311,693	\$ 367,399	\$ 171,342	\$ 538,741	\$ 4,850,434
Municipal	Internal Admin	\$ 1,401	\$ 2,781	\$ 15,677	\$ 5,213	\$ 25,072	\$ -	\$ -	\$ -	\$ 25,072
	External Admin	6	463	-	59	528	-	-	-	528
	Rebate/Services	71,702	23,130	155,404	48,665	298,902	-	-	-	298,902
	Implementation Services	6,659	12,356	3,799	38,427	61,241	-	-	-	61,241
	Marketing	1,461	739	20,184	2,139	24,523	-	-	-	24,523
	EM&V	2,102	95	21,268	2,438	25,903	-	-	-	25,903
	Total	\$ 83,332	\$ 39,563	\$ 216,332	\$ 96,940	\$ 436,168	\$ -	\$ -	\$ -	\$ 436,168
Other*	Internal Admin	\$ 1,328	\$ 1,312	\$ 6,808	\$ -	\$ 9,449	\$ 1,239	\$ -	\$ 1,239	\$ 10,688
	External Admin	3	41	-	81	124	4	-	4	128
	Rebate/Services	3,985	2,688	54,849	4,500	66,021	8,554	-	8,554	74,575
	Implementation Services	3,808	28	67,048	4,385	75,269	2,430	865	3,294	78,564
	Marketing	638	65	9,358	904	10,965	1,456	288	1,744	12,709
	EM&V	11,551	8	18,546	9,146	39,251	1,074	-	1,074	40,325
	Total	\$ 21,312	\$ 4,142	\$ 156,609	\$ 19,016	\$ 201,079	\$ 14,756	\$ 1,153	\$ 15,908	\$ 216,987

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

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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	\$ 19,950	\$ 19,260	\$ 201,757	\$ 96,168	\$ 337,135	\$ 17,013	\$ 42,847	\$ 59,860	\$ 396,995
	External Admin	126	3,027	-	1,363	4,516	165	445	609	5,125
	Rebate/Services	684,826	156,899	3,951,229	677,256	5,470,210	544,073	136,336	680,409	6,150,618
	Implementation Services	140,607	71,859	1,040,334	150,072	1,402,873	127,207	35,657	162,864	1,565,737
	Marketing	30,293	4,835	413,446	33,229	481,803	66,659	10,183	76,842	558,645
	EM&V	52,988	622	362,651	66,142	482,402	50,308	23,745	74,054	556,456
	Total	\$ 928,789	\$ 256,502	\$ 5,969,418	\$ 1,024,230	\$ 8,178,939	\$ 805,425	\$ 249,213	\$ 1,054,638	\$ 9,233,577
Total C&I and Municipal %	Internal Admin	2.1%	7.5%	3.4%	9.4%	4.1%	2.1%	17.2%	5.7%	4.3%
	External Admin	0.0%	1.2%	0.0%	0.1%	0.1%	0.0%	0.2%	0.1%	0.1%
	Rebate/Services	73.7%	61.2%	66.2%	66.1%	66.9%	67.6%	54.7%	64.5%	66.6%
	Implementation Services	15.1%	28.0%	17.4%	14.7%	17.2%	15.8%	14.3%	15.4%	17.0%
	Marketing	3.3%	1.9%	6.9%	3.2%	5.9%	8.3%	4.1%	7.3%	6.1%
	EM&V	5.7%	0.2%	6.1%	6.5%	5.9%	6.2%	9.5%	7.0%	6.0%
	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	\$ 29,577	\$ 115,551	\$ 337,570	\$ 179,915	\$ 662,613	\$ 34,247	\$ 83,651	\$ 117,898	\$ 780,511
	External Admin	1,061	22,016	-	2,630	25,708	344	947	1,291	26,999
	Rebate/Services	1,364,925	1,125,383	13,786,538	2,366,356	18,643,202	2,571,525	839,725	3,411,250	22,054,453
	Implementation Services	248,945	189,305	1,310,929	247,671	1,996,849	259,394	67,777	327,171	2,324,020
	Marketing	58,218	26,890	613,285	69,655	768,047	126,528	20,553	147,080	915,127
	EM&V	92,913	13,456	838,281	119,897	1,064,547	106,941	50,586	157,527	1,222,074
	Total	\$ 1,795,639	\$ 1,492,602	\$ 16,886,603	\$ 2,986,124	\$ 23,160,967	\$ 3,098,979	\$ 1,063,239	\$ 4,162,217	\$ 27,323,183
Grand Total % (Residential, C&I and Municipal)	Internal Admin	1.6%	7.7%	2.0%	6.0%	2.9%	1.1%	7.9%	2.8%	2.9%
	External Admin	0.1%	1.5%	0.0%	0.1%	0.1%	0.0%	0.1%	0.0%	0.1%
	Rebate/Services	76.0%	75.4%	81.6%	79.2%	80.5%	83.0%	79.0%	82.0%	80.7%
	Implementation Services	13.9%	12.7%	7.8%	8.3%	8.6%	8.4%	6.4%	7.9%	8.5%
	Marketing	3.2%	1.8%	3.6%	2.3%	3.3%	4.1%	1.9%	3.5%	3.3%
	EM&V	5.2%	0.9%	5.0%	4.0%	4.6%	3.5%	4.8%	3.8%	4.5%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%



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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	\$ 442,493	\$ 3,419,376	\$ 436,131	\$ 122,650	\$ 558,781	\$ 3,978,157
	Actual	\$ 92,913	\$ 13,456	\$ 838,281	\$ 119,897	\$ 1,064,547	\$ 106,941	\$ 50,586	\$ 157,527	\$ 1,222,074
	Percent	25%	6%	35%	27%	31%	25%	41%	28%	31%

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
Large Business Impact & Process Evaluation	\$282,148	DNV-GL	Planning
Baseline & Industry Standard Practice Evaluation	\$151,650	NMR	Under Contract

Evaluations available at: [https://www.puc.nh.gov/Electric/Monitoring\\_Evaluation\\_Report\\_List.htm](https://www.puc.nh.gov/Electric/Monitoring_Evaluation_Report_List.htm)

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On - Bill Financing (OBF)

Description	Electric Utilities				Gas Utilities	
	Liberty Utilities	NHEC	Eversource	Unitil	LU Gas	Unitil Gas
<b>Amount Available to Loan</b>						
On - Bill Financing <sup>1</sup>	\$ 953,000	\$ 296,558	\$ 690,000	\$ 800,250	\$ 875,000	\$ 150,000
Less: Loans	1,102,079	642,470	1,845,699	1,486,652	72,275	10,897
Plus: Loan Payments Received	606,830	589,377	1,582,712	1,183,020	31,750	5,182
Less Bad Debt (\$ Written Off)	22,702	-	-	-	-	-
Current Balance	435,049	243,464	427,013	496,618	834,475	144,286
Less: Loans in Process	-	15,044	-	377,434	-	-
Less: Potential Loans	-	-	-	-	-	-
Amount Available to Loan	\$ 435,049	\$ 228,420	\$ 427,013	\$ 119,184	\$ 834,475	\$ 144,286
<b>Maximum Loans and Maximum Term</b>						
Residential	Maximum Loan	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500
	Maximum Term	7 years	7 years	7 years	4 years	4 years
Municipal and C&I <sup>2</sup>	Maximum Loan	\$ 50,000	\$ -	\$ 20,000	\$ 50,000	\$ 50,000
	Maximum Term	10 years	Smart Start	N/A	10 years	5 years
<b>Year-to-date Project Financing Information</b>						
Residential	No. of Projects Financed	4	11	7	7	11
	Average Loan Amount	\$ 1,877	\$ 1,545	\$ 1,765	\$ 3,494	\$ 2,339
Municipal and C&I <sup>2</sup>	No. of Projects Financed	7	-	8	6	-
	Average Loan Amount	6,970	N/A	6,538	8,293	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.

**2nd Quarter Report  
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**Smart Start Program**

Description	NHEC	Eversource
Year-to-Date Amount Available to Loan		
Loan Fund Balance <sup>1</sup>	\$ 827,977	\$ 1,430,834
Less: Year-to-Date Loans	-	243,391
Plus: Loan Repayments (excluding reserve for bad debt)	32,712	268,447
Current Balance	\$ -	\$ 1,455,890
Less: Loans in Process	-	-
Less: Potential Loans	-	-
Less: Future Committed Loans	-	1,478,643
Add: Anticipated Loan Repayments Thru Year End	860,689	-
Amount Available to Loan	\$ -	\$ (22,753)
Year-to-Date Reserve for Bad Debt (Uncollectibles)		
Initial Balance <sup>1</sup>	\$ -	\$ 124,538
Plus: Bad Debt Collections <sup>2</sup>	-	16,310
Less: Bad Debt Charges	-	-
Ending Balance	\$ -	\$ 140,848
Year-to-date Administrative and Implementation Expenses <sup>3</sup>	\$ -	\$ 17,646
Year-to-date Payments to Contractors Supporting Customer Projects	\$ -	\$ 243,391
Year-to-date Performance Incentive <sup>4</sup>	\$ -	\$ 22,770
Year-to-date Project Financing Information		
Municipal and C&I <sup>5</sup>		
No. of Projects Financed	-	7
Total Loan Amount	\$ -	\$ 243,391
Average Loan Amount	\$ -	\$ 34,770
Lifetime kWh Savings <sup>6</sup>	-	269,811
Lifetime MMBTU Savings <sup>6</sup>	-	-
Lifetime kWh Savings <sup>7</sup>	-	-
Lifetime MMBTU Savings <sup>7</sup>	-	-
Lifetime Electric Bill Savings	\$ -	\$ 45,868

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)

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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	\$ 6,400	\$ 3,200	\$ 9,600	\$ 79,230
Less: Interest Rate Buy-Downs Paid	\$ 322	\$ 1,201	\$ 9,041	\$ -	\$ 10,565	\$ 2,306	\$ 1,624	\$ 3,931	\$ 14,495
Remaining Budget	\$ 5,469	\$ 10,741	\$ 41,355	\$ 1,500	\$ 59,065	\$ 4,094	\$ 1,576	\$ 5,669	\$ 64,735
Less: Potential Interest Rate Buy-Downs <sup>1</sup>	\$ 844	\$ -	\$ 8,951	\$ -	\$ 9,795	\$ 411	\$ -	\$ 411	\$ 10,205
Amount Available for Interest Rate Buy-Downs	\$ 4,625	\$ 10,741	\$ 32,404	\$ 1,500	\$ 49,271	\$ 3,683	\$ 1,576	\$ 5,259	\$ 54,529
Year-to-date Project Loan Information									
No. of Projects Financed	1	1	11	-	13	1	2	3	16
Total Project Cost <sup>2</sup>	\$ 11,845	\$ 18,477	\$ 183,785	\$ -	\$ 214,107	\$ 30,876	\$ -	\$ 30,876	\$ 244,983
Average Project Cost <sup>2</sup>	\$ 11,845	\$ 18,477	\$ 16,708	\$ -	\$ 16,470	\$ 30,876	\$ -	\$ 10,292	\$ 15,311
Total Loan Amount	\$ 3,745	\$ 10,476	\$ 81,171	\$ -	\$ 95,393	\$ 15,000	\$ 15,750	\$ 30,750	\$ 126,143
Average Loan Amount	\$ 3,745	\$ 10,476	\$ 7,379	\$ -	\$ 7,338	\$ 15,000	\$ 7,875	\$ 10,250	\$ 7,884
Average Loan Term (years)	3.0	60.0	4.5	-	8.7	7.0	5.5	6.0	8.2
Total Interest Rate Buy-Down Amount	\$ 322	\$ 1,201	\$ 9,041	\$ -	\$ 10,565	\$ 2,306	\$ 1,624	\$ 3,931	\$ 14,495
Average Interest Rate Buy-Down Amount	\$ 322	\$ 1,201	\$ 822	\$ -	\$ 813	\$ 2,306	\$ 812	\$ 1,310	\$ 906
Average Gross Interest Rate	8.00%	6.99%	6.36%	0.00%	6.53%	6.99%	0.06	6.32%	6.49%
Average Customer Interest Rate	2.00%	2.00%	2.00%	0.00%	2.00%	2.00%	2.00%	2.00%	2.00%
Average Sq. Footage of Home (HPwES Projects)	1,455	2,561	1,666	-	1,719	349	-	116	1,418
Total Estimated Annual Space Heating Energy Savings (MMBtu) <sup>3</sup>	52	255	1,405	-	1,713	49	-	49	1,762
Average Estimated Annual Space Heating Energy Savings (MMBtu)	52	255	128	-	132	49	-	16	110
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.

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

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	8	216,481	16	521,000	196	6,309,339	22	297,813	242	7,344,633
Expenses / Lifetime MMBtu Savings	\$208,364	7,339	\$286,134	8,822	\$2,929,368	114,082	\$513,737	12,160	\$3,937,602	142,403
<b>Home Performance w/ENERGY STAR</b>										
Number of Rebates / Lifetime kWh Savings	98	1,308,287	57	5,086,594	791	14,985,299	148	2,718,188	1,094	24,098,368
Expenses / Lifetime MMBtu Savings	\$286,225	42,365	\$421,490	98,346	\$4,013,523	853,341	\$743,965	100,698	\$5,465,203	1,094,751
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	67	1,892,817	37	4,140,533	361	17,380,813	14	256,201	479	23,670,364
Expenses / Lifetime MMBtu Savings	\$38,733	3,549	\$110,163	12,930	\$905,274	284,618	\$75,538	8,680	\$1,129,708	309,777
<b>ENERGY STAR Products</b>										
Number of Rebates / Lifetime kWh Savings	4,693	2,643,677	42,663	6,966,052	205,191	44,470,145	43,146	7,649,624	295,692	61,729,498
Expenses / Lifetime MMBtu Savings	\$255,158	883	\$417,855	(34,398)	\$3,056,143	(18,523)	\$538,522	(6,613)	\$4,267,677	(58,652)
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	19	9,311,018	2	2,015,373	456	77,520,901	9	13,746,312	486	102,593,603
Expenses / Lifetime MMBtu Savings	\$341,849	0	\$84,652	(6,616)	\$2,366,501	(22,486)	\$436,997	(11,472)	\$3,229,999	(40,574)
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	79	16,518,445	21	2,981,529	1,889	160,893,502	64	11,689,882	2,053	192,083,358
Expenses / Lifetime MMBtu Savings	\$482,296	0	\$128,145	(879)	\$3,229,975	(69,055)	\$471,276	(5,554)	\$4,311,693	(75,488)
<b>Municipal Program</b>										
Number of Participants / Lifetime kWh Savings	4	753,691	5	463,646	11	2,952,701	2	11,390,513	22	15,560,551
Expenses / Lifetime MMBtu Savings	\$83,332	0	\$39,563	1,426	\$216,332	11,897	\$96,940	(738)	\$436,168	12,584
<b>Educational Programs</b>										
Expenses	\$10,111		\$3,074		\$48,882		\$5,404		\$67,470	
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	8,892	388,133	0	0	0	0	21,299	829,198	30,191	1,217,331
Expenses / Lifetime MMBtu Savings	\$89,572	0	\$1,526	0	\$102,848	0	\$99,359	0	\$293,305	0
<b>Smart Start (NHEC/PSNH), RLF (UES)</b>										
Expenses	\$0		\$0		\$17,757		\$0		\$17,757	
<b>Total Program Expenses</b>	<b>\$1,795,639</b>		<b>\$1,492,602</b>		<b>\$16,886,603</b>		<b>\$2,981,739</b>		<b>\$23,156,582</b>	

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Electric Programs

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

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

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	7	193,994	14	460,038	177	5,675,654	20	268,476	218	6,598,161
Expenses / Lifetime MMBtu Savings	\$186,720	6,576	\$252,653	7,790	\$2,635,153	102,624	\$463,129	10,962	\$3,537,656	127,952
<b>Home Performance w/ENERGY STAR</b>										
Number of Rebates / Lifetime kWh Savings	98	1,308,287	57	5,086,594	791	14,985,299	148	2,718,188	1,063	24,682,898
Expenses / Lifetime MMBtu Savings	\$286,225	42,365	\$421,490	98,346	\$4,013,523	853,341	\$743,965	100,698	\$5,465,203	1,055,935
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	67	1,892,817	37	4,140,533	361	17,380,813	14	256,201	479	23,670,364
Expenses / Lifetime MMBtu Savings	\$38,733	3,549	\$110,163	12,930	\$905,274	284,618	\$75,538	8,680	\$1,129,708	309,777
<b>ENERGY STAR Products</b>										
Number of Rebates / Lifetime kWh Savings	4,693	2,643,677	42,663	6,966,052	205,191	44,470,145	43,146	7,649,624	291,018	68,396,838
Expenses / Lifetime MMBtu Savings	\$255,158	883	\$417,855	(34,398)	\$3,056,143	(18,523)	\$538,522	(6,613)	\$4,267,677	(59,535)
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	19	9,311,018	2	2,015,373	456	77,520,901	9	13,746,312	546	109,801,031
Expenses / Lifetime MMBtu Savings	\$341,849	0	\$84,652	(6,616)	\$2,366,501	(22,486)	\$436,997	(11,472)	\$3,229,999	(40,574)
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	79	16,518,445	21	2,981,529	1,889	160,893,502	64	11,689,882	2,053	192,083,358
Expenses / Lifetime MMBtu Savings	\$482,296	0	\$128,145	(879)	\$3,229,975	(69,055)	\$471,276	(5,554)	\$4,311,693	(75,488)
<b>Municipal Program</b>										
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
<b>Educational Programs</b>										
Expenses	\$10,111		\$3,074		\$48,882		\$5,404		\$67,470	
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	8,892	388,133	0	0	0	0	21,299	829,198	30,191	1,217,331
Expenses / Lifetime MMBtu Savings	\$89,572	0	\$1,526	0	\$102,848	0	\$99,359	0	\$293,305	0
<b>Smart Start (NHEC/PSNH), RLF (UES)</b>										
Expenses	\$0		\$0		\$17,757		\$0		\$17,757	
<b>Total Program Expenses</b>	<b>\$1,690,663</b>		<b>\$1,419,558</b>		<b>\$16,376,056</b>		<b>\$2,834,190</b>		<b>\$22,320,467</b>	

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

**2nd Quarter Report  
 January 2021 - June 2021  
 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	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	1	22,487	2	60,962	20	633,685	2	29,337	25	746,472
Expenses / Lifetime MMBtu Savings	\$21,644	762	\$33,481	1,032	\$294,214	11,458	\$50,608	1,198	\$399,947	14,450
<b>Municipal Program</b>										
Number of Participants / Lifetime kWh Savings	4	753,691	5	463,646	11	2,952,701	2	11,390,513	22	15,560,551
Expenses / Lifetime MMBtu Savings	\$83,332	0	\$39,563	1,426	\$216,332	11,897	\$96,940	(738)	\$436,168	12,584
<b>Total Program Expenses</b>	<b>\$104,976</b>		<b>\$73,044</b>		<b>\$510,546</b>		<b>\$147,548</b>		<b>\$836,115</b>	

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

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

	LU-Gas		Unitil-Gas		Total	
<b>Home Energy Assistance</b>						
Number of Units	31		9		40	
Expenses / Lifetime MMBtu Savings	\$471,406	42,721	\$173,906	17,749	\$645,312	60,470
<b>Home Performance w/ENERGY STAR</b>						
Number of Units	269		75		344	
Expenses / Lifetime MMBtu Savings	\$846,337	241,814	\$336,535	89,192	\$1,182,872	331,007
<b>ENERGY STAR Homes</b>						
Number of Homes	157		18		175	
Expenses / Lifetime MMBtu Savings	\$350,314	104,096	\$77,222	25,838	\$427,535	129,934
<b>ENERGY STAR Products</b>						
Number of Rebates	4,693		214		4,907	
Expenses / Lifetime MMBtu Savings	\$430,114	167,141	\$212,483	44,044	\$642,597	211,185
<b>Large Business Energy Solutions</b>						
Number of Participants	305		0		305	
Expenses / Lifetime MMBtu Savings	\$423,270	144,022	\$76,719	0	\$499,989	144,022
<b>Small Business Energy Solutions</b>						
Number of Participants	629		41		670	
Expenses / Lifetime MMBtu Savings	\$367,399	88,744	\$171,342	35,739	\$538,741	124,483
<b>Educational Programs</b>						
Expenses	\$14,756		\$1,153		\$15,908	
<b>Company Specific Programs / FCM Expenses</b>						
Number of Participants	23,699		0		23,699	
Expenses / Lifetime MMBtu Savings	\$195,382	10,383	\$13,880	0	\$209,262	10,383
<b>Total Program Expenses</b>	<b>\$3,098,979</b>		<b>\$1,063,239</b>		<b>\$4,162,217</b>	



**2nd Quarter Report  
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**Demand Reduction Initiative**

Description	Electric Utilities		Grand Total
	Eversource	Unitil	
C&I DR			
Program Expenses	Budget	\$ 380,187 \$ 227,343	\$ 607,530
	Actual	\$ 72,970 \$ 4,385	\$ 77,355
	Percent	19% 2%	13%
Program Participation	Goal	20 9	29
	Actual	- -	-
	Percent	0% 0%	0%
kW Savings	Goal	6,500 2,800	9,300
	Actual	- -	-
	Percent	0% 0%	0%
Residential DR			
Program Expenses	Budget	\$ 128,459 \$ 122,100	\$ 250,559
	Actual	\$ 5,389 \$ 35,781	\$ 41,170
	Percent	4% 29%	16%
Program Participation	Goal	1,020 510	1,530
	Actual	- -	-
	Percent	0% 0%	0%
kW Savings	Goal	600 300	900
	Actual	- -	-
	Percent	0% 0%	0%

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.