



# New Hampshire Statewide Energy Efficiency Programs

4th Quarter Report  
January 2021 – September 2021

Docket DE 17-136

Revised April 12, 2022



**4th Quarter Report  
January 2021 - December 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	\$ 1,897,081	93%	3,734,859	92%	48,872,223	109%	3,304	130%	82,765	139%	144	131%
All Other Statewide Program	\$ 60,858,206	100%	122,735,190	98%	1,315,261,174	95%	90,081	140%	3,259,911	154%	525,966	157%
Sub-total	\$ 62,755,287	100%	126,470,049	101%	1,364,133,397	95%	93,385	139%	3,342,676	154%	526,111	157%
Company Specific Programs <sup>2</sup>	\$ 945,409	35%	3,635,513	137%	3,635,513	137%	-	-	-	-	30,246	92%
<b>Total Electric</b>	<b>\$ 63,700,696</b>	<b>97%</b>	<b>130,105,562</b>	<b>101%</b>	<b>1,367,768,910</b>	<b>95%</b>	<b>93,385</b>	<b>139%</b>	<b>3,342,676</b>	<b>154%</b>	<b>556,357</b>	<b>166%</b>
<b>Gas Utilities</b>												
Statewide Programs	\$ 9,913,883	93%	271,572		4,581,930		150,394	91%	2,625,799	101%	12,383	218%
Company Specific Programs <sup>2</sup>	\$ 269,482	92%	-		-		27,333	208%	27,333	208%	36,745	94%
<b>Total Gas</b>	<b>\$ 10,183,366</b>	<b>93%</b>	<b>271,572</b>		<b>4,581,930</b>		<b>177,727</b>	<b>100%</b>	<b>2,653,133</b>	<b>101%</b>	<b>49,128</b>	<b>110%</b>
<b>Grand Total</b>	<b>\$ 73,884,062</b>	<b>96%</b>	<b>130,377,134</b>	<b>101%</b>	<b>1,372,350,840</b>	<b>96%</b>	<b>271,112</b>	<b>111%</b>	<b>5,995,809</b>	<b>125%</b>	<b>605,485</b>	<b>147%</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.
- (4) Notwithstanding Order 26,553, due to timing the Q3 report is presented in the same structure as the Q2 report. Any necessary updates will be made in the Q4 report.

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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	\$ 12,602,904	110%	2,560,085	27,575,604	153%	20,528	441,760	66%	1,052	74%
ENERGY STAR Homes	\$ 2,454,031	68%	1,770,712	35,190,698	112%	26,121	630,350	172%	882	101%
NH Home Performance w/Energy Star	\$ 9,809,699	114%	2,545,979	49,715,850	237%	114,904	2,625,375	172%	2,309	66%
ENERGY STAR Products	\$ 8,438,041	105%	23,825,169	125,693,499	111%	(33,328)	(30,604)	-226%	518,961	160%
Sub-total	\$ 33,304,675	105%	30,701,946	238,175,652	130%	128,225	3,666,881	142%	523,204	158%
<b>Commercial &amp; Industrial</b>										
Large Business Energy Solutions	\$ 13,342,219	69%	45,103,823	540,486,027	60%	(12,308)	(127,617)	1	647	37%
Small Business Energy Solutions	\$ 14,211,311	142%	46,929,421	536,599,495	179%	(25,836)	(279,353)	1	2,115	111%
Municipal Program	\$ 1,897,081	93%	3,734,859	48,872,223	109%	3,304	82,765	139%	144	131%
Sub-total	\$ 29,450,611	94%	95,768,104	1,125,957,745	90%	(34,840)	(324,204)	82%	2,907	77%
<b>Total Electric</b>	<b>\$ 62,755,287</b>	<b>100%</b>	<b>126,470,049</b>	<b>1,364,133,397</b>	<b>95%</b>	<b>93,385</b>	<b>3,342,676</b>	<b>154%</b>	<b>526,111</b>	<b>157%</b>
<b>Gas Utilities</b>										
<b>Residential</b>										
Home Energy Assistance	\$ 2,050,466	108%	131,331	3,019,903		7,385	146,901	88%	306	100%
ENERGY STAR Homes	\$ 681,318	63%	-	-		6,878	169,259	48%	276	61%
NH Home Performance w/Energy Star	\$ 1,726,891	138%	105,251	1,000,001		22,566	516,652	192%	426	59%
ENERGY STAR Products	\$ 1,172,502	89%	36,310	611,267		15,191	256,973	82%	8,769	306%
Sub-total	\$ 5,631,177	102%	272,891	4,631,170		52,020	1,089,785	99%	9,777	225%
<b>Commercial &amp; Industrial</b>										
Large Business Energy Solutions	\$ 2,000,749	68%	(28)	(565)		64,719	962,777	96%	403	217%
Small Business Energy Solutions	\$ 2,281,958	103%	(1,291)	(48,676)		33,654	573,238	57%	2,203	191%
Sub-total	\$ 4,282,707	83%	(1,319)	(49,241)		98,374	1,536,014	102%	2,606	194%
<b>Total Gas</b>	<b>\$ 9,913,883</b>	<b>93%</b>	<b>271,572</b>	<b>4,581,930</b>		<b>150,394</b>	<b>2,625,799</b>	<b>101%</b>	<b>12,383</b>	<b>218%</b>
<b>Grand Total</b>	<b>\$ 72,669,170</b>	<b>99%</b>	<b>126,741,621</b>	<b>1,368,715,327</b>	<b>95%</b>	<b>243,779</b>	<b>5,968,475</b>	<b>125%</b>	<b>538,494</b>	<b>159%</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	\$ 242,709	88%	3,635,513	3,635,513	137%	-	-	-	30,192	92%
Customer Engagement Platform	\$ -	0%	-	-	-	-	-	-	-	-
Residential DR Program	\$ 159,209	64%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses <sup>2</sup>	\$ 29,141	27%	-	-	-	-	-	-	-	-
Sub-total	\$ 431,059	48%	3,635,513	3,635,513	137%	-	-	-	30,192	92%
<b>Commercial &amp; Industrial</b>										
Smart Start	\$ 18,620	53%	-	-	-	-	-	-	-	-
C&I Customer Partnerships	\$ 921	4%	-	-	-	-	-	-	-	-
C&I RFP Program	\$ -	0%	-	-	-	-	-	-	-	-
Education	\$ 169,835	33%	-	-	-	-	-	-	-	-
Customer Engagement Platform	\$ -	0%	-	-	-	-	-	-	-	-
Large Business DR Initiative	\$ 274,492	45%	-	-	-	-	-	-	54	1.86
Forward Capacity Market Expenses <sup>2</sup>	\$ 50,482	25%	-	-	-	-	-	-	-	-
Sub-total	\$ 514,350	29%	-	-	-	-	-	-	54	-
<b>Total Residential and C&amp;I</b>	<b>\$ 945,409</b>	<b>53%</b>	<b>3,635,513</b>	<b>3,635,513</b>	<b>137%</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>30,246</b>	<b>92%</b>
<b>Gas Utilities</b>										
<b>Residential</b>										
Home Energy Reports <sup>3</sup>	\$ 243,542	68%	-	-	-	27,333	27,333	162%	36,745	94%
Education	\$ -	-	-	-	-	-	-	-	-	-
Sub-total	\$ 243,542	68%	-	-	-	27,333	27,333	162%	36,745	94%
<b>Commercial &amp; Industrial</b>										
Education	\$ 25,941	24%	-	-	-	-	-	-	-	-
Sub-total	\$ 25,941	24%	-	-	-	-	-	-	-	-
<b>Total Residential and C&amp;I</b>	<b>\$ 269,482</b>	<b>76%</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>27,333</b>	<b>27,333</b>	<b>162%</b>	<b>36,745</b>	<b>94%</b>
<b>Grand Total</b>	<b>\$ 1,214,892</b>	<b>56%</b>	<b>3,635,513</b>	<b>3,635,513</b>	<b>137%</b>	<b>27,333</b>	<b>27,333</b>	<b>162%</b>	<b>66,991</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	\$ 1,127,328	\$ 687,222	\$ 9,057,696	\$ 1,730,657	\$ 12,602,904	\$ 1,648,722	\$ 401,744	\$ 2,050,466	\$ 14,653,370
Percent	94%	82%	112%	128%	110%	111%	97%	108%	109%
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>	\$ 810,726	\$ 573,028	\$ 8,515,429	\$ 508,137	\$ 10,407,320	\$ 1,406,963	\$ 400,290	\$ 1,807,253	\$ 12,214,573
Percent	92%	96%	123%	54%	111%	117%	132%	120%	113%
Participants Served: Goal	124	85	1,083	122	1,414	235	70	305	1,719
Actual <sup>5</sup>	223	44	927	37	1,231	257	16	273	1,504
Percent	180%	52%	86%	30%	87%	109%	23%	90%	87%
Collaboration: Actual Collaborated Funds <sup>6</sup>	\$ 48,625	\$ 135,474	\$ 971,250	\$ 84,681	\$ 1,240,031	\$ 102,377	\$ 18,596	\$ 120,973	\$ 1,361,004
Total Actual Expenses (Utility + Collaboration)	\$ 859,351	\$ 708,502	\$ 9,486,679	\$ 592,818	\$ 11,647,351	\$ 1,509,340	\$ 418,887	\$ 1,928,226	\$ 13,575,577
% of Total Actual Expenses	6%	19%	10%	14%	11%	7%	4%	6%	10%
Collaborated Units	10	33	251	20	314	25	4	29	343
% of Total Participants Served	4%	75%	27%	54%	26%	10%	25%	11%	23%
Heating Systems: Actual Incentives	\$ 92,385	\$ 177,208	\$ 1,892,458	\$ 156,076	\$ 2,318,127	\$ 288,748	\$ 89,975	\$ 378,723	\$ 2,696,850
% of HEA Utility Total Budget	8%	21%	23%	12%	20%	19%	22%	20%	20%
Dwelling Mix:									
Single Family	19	43	327	36	425	52	8	60	485
Multi-Family	204	1	600	1	806	205	8	213	1019
Total	223	44	927	37	1231	257	16	273	1,504

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	67	30	44	64	219	330	35	188	71	183	1231
Gas	0	0	14	0	0	219	12	15	13	0	273
Total											1,504

\* 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	130,106	64,138	1,969	272	134	130,377	64,272	1,969	
Natural Gas	MMBtu	117.080	0.0531	(12,284)	(652)	(10)	177,727	9,437	165,443	8,785	(10)	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	44,280	3,241	182	-	-	44,280	3,241	182	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	2,907	210	19	-	-	2,907	210	19	
Propane	MMBtu	139.178	0.0631	45,285	2,858	169	-	-	45,285	2,858	169	
Wood	MMBtu	-	-	12,320	-	-	-	-	12,320	-	-	
Wood Pellet	-	-	-	877	-	-	-	-	877	-	-	
Other	MMBtu	-	-	-	-	-	-	-	-	-	-	
<b>Total Annual Emissions Reductions</b>					<b>69,796</b>	<b>2,330</b>		<b>9,571</b>		<b>79,366</b>	<b>2,330</b>	
<b>Lifetime</b>												
Electricity <sup>2</sup>	MWH	1,087.000	0.4930	1,367,769	674,270	25,470	4,582	2,259	1,372,351	676,529	25,470	
Natural Gas	MMBtu	117.080	0.0531	71,063	3,773	103	2,653,133	140,875	2,724,196	144,648	103	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	1,738,902	127,272	4,891	-	-	1,738,902	127,272	4,891	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	59,834	4,329	377	-	-	59,834	4,329	377	
Propane	MMBtu	139.178	0.0631	1,163,226	73,422	3,188	-	-	1,163,226	73,422	3,188	
Wood	MMBtu	-	-	289,217	-	-	-	-	289,217	-	-	
Wood Pellet	-	-	-	20,434	-	-	-	-	20,434	-	-	
Other	-	-	-	-	-	-	-	-	-	-	-	
<b>Total Lifetime Emissions Reductions</b>					<b>883,066</b>	<b>34,029</b>		<b>143,133</b>		<b>1,026,199</b>	<b>34,029</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	11,324	3,577	1,761	2,528	1,335	3	-	20,528	2,560,085
ENERGY STAR Homes	(10)	3,331	22,800	-	-	-	-	26,121	1,770,712
NH Home Performance w/Energy Star	76,284	2,672	23,709	379	10,985	874	-	114,904	2,545,979
ENERGY STAR Products	(19,792)	(8,546)	(4,990)	-	-	-	-	(33,328)	23,825,169
Large Business Energy Solutions	(7,898)	(4,134)	(277)	-	-	-	-	(12,308)	45,103,823
Small Business Energy Solutions	(16,972)	(8,641)	(223)	-	-	-	-	(25,836)	46,929,421
Municipal Program	1,344	(544)	2,505	-	-	-	-	3,304	3,734,859
Company-Specific Programs	-	-	-	-	-	-	-	-	3,635,513
<b>Total</b>	<b>44,280</b>	<b>(12,284)</b>	<b>45,285</b>	<b>2,907</b>	<b>12,320</b>	<b>877</b>	<b>-</b>	<b>93,385</b>	<b>130,105,562</b>

  

Program	Gas Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Oil	Natural Gas	LP	Kerosene	Wood	Wood Pellet	Other	Total	Electricity
Home Energy Assistance	-	7,385	-	-	-	-	-	7,385	131,331
ENERGY STAR Homes	-	6,878	-	-	-	-	-	6,878	-
NH Home Performance w/Energy Star	-	22,566	-	-	-	-	-	22,566	105,251
ENERGY STAR Products	-	15,191	-	-	-	-	-	15,191	36,310
Large Business Energy Solutions	-	64,719	-	-	-	-	-	64,719	(28)
Small Business Energy Solutions	-	33,654	-	-	-	-	-	33,654	(1,291)
Municipal Program	-	-	-	-	-	-	-	-	-
Company-Specific Programs	-	27,333	-	-	-	-	-	27,333	-
	-	<b>177,727</b>	-	-	-	-	-	<b>177,727</b>	<b>271,572</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	\$ 5,632,078	\$ 4,253,862	\$ 46,230,883	\$ 7,583,874	\$ 63,700,696	\$ 7,916,758	\$ 2,266,608	\$ 10,183,366	\$ 73,884,062
	Percent	93%	97%	97%	98%	97%	91%	93%	91%	96%
Program Participation	Goal	24,695	50,170	232,936	59,418	367,219	34,395	10,395	44,790	412,009
	Actual	18,024	76,712	366,213	97,362	558,311	35,475	13,653	49,128	607,439
	Percent	73%	153%	157%	164%	152%	103%	131%	110%	147%
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	10,988,619	6,712,938	96,869,833	15,534,173	130,105,562	238,773	32,799	271,572	130,377,134
	Percent	92%	101%	98%	110%	99%				99%
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	128,243,349	60,678,505	1,053,627,185	125,219,871	1,367,768,910	4,182,444	399,486	4,581,930	1,372,350,840
	Percent	93%	102%	95%	99%	95%				95%
Annual MMBtu Savings	Goal	7,750	5,523	58,190	(4,361)	67,102	146,186	36,792	182,978	250,080
	Actual	12,581	10,345	70,644	(185)	93,385	137,805	39,922	177,727	271,112
	Percent	162%	187%	121%	4%	139%	94%	109%	97%	108%
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	303,493	350,829	2,535,506	152,848	3,342,676	2,056,879	596,253	2,653,133	5,995,809
	Percent	178%	183%	145%	237%	154%	97%	117%	101%	125%

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

4th Quarter Report  
January 2021 - December 2021

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	\$ 1,127,328	\$ 687,222	\$ 9,057,696	\$ 1,730,657	\$ 12,602,904	\$ 1,648,722	\$ 401,744	\$ 2,050,466	\$ 14,653,370
	Percent	94%	82%	112%	128%	110%	111%	97%	108%	109%
Program Participation	Goal	124	85	1,083	122	1,414	235	70	305	1,719
	Actual	228	43	583	198	1,052	271	35	306	1,358
	Percent	184%	51%	54%	162%	74%	115%	50%	100%	79%
Annual kWh Savings	Goal	129,274	75,870	1,154,668	80,494	1,440,307	-	11,801	11,801	1,452,108
	Actual	367,724	78,669	1,927,657	186,036	2,560,085	120,924	10,407	131,331	2,691,416
	Percent	284%	104%	167%	231%	178%				185%
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	3,339,956	1,146,077	19,965,619	3,123,952	27,575,604	2,824,232	195,671	3,019,903	30,595,507
	Percent	215%	117%	139%	279%	153%				169%
Annual MMBtu Savings	Goal	3,275	2,129	23,999	2,692	32,095	6,381	1,817	8,198	40,293
	Actual	1,026	1,054	17,298	1,151	20,528	5,896	1,489	7,385	27,913
	Percent	31%	50%	72%	43%	64%	92%	82%	90%	69%
Lifetime MMBtu Savings	Goal	72,982	41,470	498,590	53,818	666,861	127,363	39,238	166,601	833,462
	Actual	24,920	22,187	370,375	24,278	441,760	116,788	30,113	146,901	588,660
	Percent	34%	54%	74%	45%	66%	92%	77%	88%	71%

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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	\$ 158,574	\$ 203,671	\$ 1,925,950	\$ 165,837	\$ 2,454,031	\$ 560,833	\$ 120,485	\$ 681,318	\$ 3,135,349
	Percent	44%	38%	85%	37%	68%	64%	57%	63%	67%
Program Participation	Goal	29	89	692	66	876	406	49	455	1,331
	Actual	76	47	730	29	882	242	34	276	1,158
	Percent	262%	53%	106%	44%	101%	60%	69%	61%	87%
Annual kWh Savings	Goal	62,462	161,330	1,071,633	98,566	1,393,991	-	9,624	9,624	1,403,615
	Actual	127,498	208,324	1,383,324	51,567	1,770,712	-	-	-	1,770,712
	Percent	204%	129%	129%	52%	127%				126%
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	2,159,754	4,682,287	27,338,889	1,009,768	35,190,698	-	-	-	35,190,698
	Percent	151%	141%	113%	42%	112%				112%
Annual MMBtu Savings	Goal	613	1,474	11,275	1,796	15,159	12,724	1,495	14,219	29,378
	Actual	2,836	708	20,774	1,803	26,121	5,331	1,548	6,878	32,999
	Percent	462%	48%	184%	100%	172%	42%	104%	48%	112%
Lifetime MMBtu Savings	Goal	14,683	36,980	269,119	44,989	365,771	318,111	35,648	353,758	719,529
	Actual	70,888	18,311	497,781	43,370	630,350	132,521	36,738	169,259	799,609
	Percent	483%	50%	185%	96%	172%	42%	103%	48%	111%

4th Quarter Report  
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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	\$ 618,199	\$ 1,153,515	\$ 7,050,835	\$ 987,149	\$ 9,809,699	\$ 1,279,699	\$ 447,192	\$ 1,726,891	\$ 11,536,590
	Percent	107%	172%	108%	123%	114%	124%	201%	138%	117%
Program Participation	Goal	94	177	3,129	109	3,509	670	54	724	4,233
	Actual	152	179	1,805	173	2,309	338	88	426	2,735
	Percent	162%	101%	58%	159%	66%	50%	163%	59%	65%
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	182,780	431,199	1,744,206	187,795	2,545,979	88,918	16,333	105,251	2,651,230
	Percent	119%	255%	133%	203%	147%				139%
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	2,822,280	9,468,345	33,828,112	3,597,112	49,715,850	869,543	130,458	1,000,001	50,715,850
	Percent	128%	346%	234%	220%	237%				230%
Annual MMBtu Savings	Goal	4,634	6,869	65,147	3,196	79,847	13,010	1,729	14,739	94,586
	Actual	7,373	13,459	88,086	5,986	114,904	17,320	5,246	22,566	137,470
	Percent	159%	196%	135%	187%	144%	133%	303%	153%	145%
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	165,194	316,856	2,011,194	132,130	2,625,375	395,449	121,203	516,652	3,142,027
	Percent	198%	232%	162%	206%	172%	169%	353%	192%	175%

4th Quarter Report  
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Program Results  
ENERGY STAR Products

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 367,436	\$ 858,424	\$ 5,745,856	\$ 1,044,547	\$ 8,016,263	\$ 964,367	\$ 347,114	\$ 1,311,481	\$ 9,327,745
	Actual	\$ 482,133	\$ 1,185,805	\$ 5,726,886	\$ 1,043,217	\$ 8,438,041	\$ 835,696	\$ 336,806	\$ 1,172,502	\$ 9,610,543
	Percent	131%	138%	100%	100%	105%	87%	97%	89%	103%
Program Participation	Goal	13,805	49,644	225,372	35,887	324,708	2,052	812	2,864	327,572
	Actual	8,394	76,344	359,291	74,932	518,961	8,394	375	8,769	527,730
	Percent	61%	154%	159%	209%	160%	409%	46%	306%	161%
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	566,546	3,453,674	16,581,052	3,223,897	23,825,169	28,972	7,338	36,310	23,861,479
	Percent	72%	136%	134%	155%	134%				134%
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	5,081,183	16,153,802	89,227,748	15,230,766	125,693,499	489,471	121,796	611,267	126,304,766
	Percent	101%	123%	108%	122%	111%				111%
Annual MMBtu Savings	Goal	(772)	(3,262)	(10,611)	(2,527)	(17,172)	14,841	4,204	19,046	1,874
	Actual	(260)	(4,211)	(23,610)	(5,247)	(33,328)	11,333	3,858	15,191	(18,137)
	Percent	34%	129%	223%	208%	194%	76%	92%	80%	-968%
Lifetime MMBtu Savings	Goal	(296)	(7,307)	24,061	(2,914)	13,544	244,433	70,098	314,531	328,075
	Actual	2,390	(3,106)	(21,454)	(8,434)	(30,604)	189,109	67,864	256,973	226,370
	Percent	-808%	43%	-89%	289%	-226%	77%	97%	82%	69%

4th Quarter Report  
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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	\$ 1,375,480	\$ 457,637	\$ 9,979,119	\$ 1,529,984	\$ 13,342,219	\$ 1,553,083	\$ 447,666	\$ 2,000,749	\$ 15,342,968
	Percent	72%	73%	66%	94%	69%	71%	60%	68%	69%
Program Participation	Goal	129	39	1,331	248	1,747	93	93	186	1,933
	Actual	88	20	506	33	647	399	4	403	1,050
	Percent	68%	51%	38%	13%	37%	429%	4%	217%	54%
Annual kWh Savings	Goal	6,851,856	2,380,926	60,359,543	5,582,936	75,175,261	-	-	-	75,175,261
	Actual	4,247,879	1,515,313	34,764,168	4,576,463	45,103,823	(28)	-	(28)	45,103,795
	Percent	62%	64%	58%	82%	60%				60%
Lifetime kWh Savings	Goal	91,576,096	25,748,629	724,619,618	62,400,291	904,344,633	-	-	-	904,344,633
	Actual	59,618,615	17,955,212	414,922,706	47,989,494	540,486,027	(565)	-	(565)	540,485,463
	Percent	65%	70%	57%	77%	60%				60%
Annual MMBtu Savings	Goal	-	(1,267)	(17,027)	(780)	(19,074)	61,935	16,373	78,308	59,234
	Actual	-	(555)	(9,769)	(1,985)	(12,308)	51,879	12,841	64,719	52,411
	Percent	-	44%	57%	255%	65%	84%	78%	83%	88%
Lifetime MMBtu Savings	Goal	-	(12,673)	(171,207)	(8,002)	(191,883)	774,804	229,189	1,003,994	812,110
	Actual	-	(6,932)	(101,027)	(19,657)	(127,617)	770,168	192,609	962,777	835,160
	Percent	-	55%	59%	246%	67%	99%	84%	96%	103%

**4th Quarter Report**  
**January 2021 - December 2021**

**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	\$ 1,571,116	\$ 420,277	\$ 10,745,017	\$ 1,474,901	\$ 14,211,311	\$ 1,798,292	\$ 483,665	\$ 2,281,958	\$ 16,493,269
	Percent	130%	72%	161%	94%	142%	100%	119%	103%	135%
Program Participation	Goal	247	119	1,274	259	1,899	939	217	1,156	3,055
	Actual	178	68	1,727	142	2,115	2,124	79	2,203	4,318
	Percent	72%	57%	136%	55%	111%	226%	36%	191%	141%
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	3,741,709	868,209	37,632,766	4,686,738	46,929,421	(12)	(1,279)	(1,291)	46,928,130
	Percent	133%	76%	194%	120%	172%				172%
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	49,573,063	9,373,648	430,036,572	47,616,212	536,599,495	(237)	(48,439)	(48,676)	536,550,819
	Percent	160%	80%	197%	119%	179%				179%
Annual MMBtu Savings	Goal	-	(549)	(17,096)	(8,640)	(26,285)	24,125	5,870	29,995	3,710
	Actual	-	(474)	(23,754)	(1,608)	(25,836)	24,681	8,973	33,654	7,818
	Percent	-	86%	139%	19%	98%	102%	153%	112%	211%
Lifetime MMBtu Savings	Goal	-	(5,487)	(172,930)	(86,495)	(264,913)	404,316	96,878	501,194	236,282
	Actual	-	(5,931)	(257,442)	(15,980)	(279,353)	431,479	141,759	573,238	293,885
	Percent	-	108%	149%	18%	1	107%	146%	114%	124%

**4th Quarter Report  
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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	\$ 167,687	\$ 124,843	\$ 1,381,080	\$ 223,471	\$ 1,897,081
	Percent	101%	76%	95%	84%	93%
Program Participation	Goal	11	17	55	27	110
	Actual	15	11	111	7	144
	Percent	134%	65%	202%	26%	131%
Annual kWh Savings	Goal	333,383	179,499	3,141,880	414,280	4,069,043
	Actual	292,771	157,550	2,836,661	447,877	3,734,859
	Percent	88%	88%	90%	108%	92%
Lifetime kWh Savings	Goal	4,652,149	1,971,792	33,803,818	4,365,016	44,792,774
	Actual	4,186,785	1,899,134	38,307,538	4,478,767	48,872,223
	Percent	90%	96%	113%	103%	109%
Annual MMBtu Savings	Goal	-	129	2,503	(99)	2,533
	Actual	1,607	364	1,619	(286)	3,304
	Percent	-	283%	65%	289%	130%
Lifetime MMBtu Savings	Goal	-	1,910	58,447	(989)	59,368
	Actual	40,100	9,445	36,080	(2,860)	82,765
	Percent	-	494%	62%	289%	139%



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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	\$ 78,973	\$ 218,225	\$ -	\$ 163,736	\$ 25,317
	Percent	65%	76%	0%	106%	37%
Program Participation	Goal	10,256	30,000	-	22,700	9,100
	Actual	8,893	23,707	-	21,299	13,038
	Percent	87%	79%	-	94%	143%
Annual kWh Savings	Goal	796,254	-	-	1,851,185	-
	Actual	1,461,713	-	-	2,173,800	-
	Percent	184%	-	-	117%	-
Lifetime kWh Savings	Goal	796,254	-	-	1,851,185	-
	Actual	1,461,713	-	-	2,173,800	-
	Percent	184%	-	-	117%	-
Annual MMBtu Savings	Goal	-	13,169	-	-	5,304
	Actual	-	21,366	-	-	5,968
	Percent	-	162%	-	-	113%
Lifetime MMBtu Savings	Goal	-	13,169	-	-	5,304
	Actual	-	21,366	-	-	5,968
	Percent	-	162%	-	-	113%

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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	\$ 18,620	\$ -	\$ 921	\$ 19,541
	Percent	62%	-	4%	37%
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*	22,012	7,570	127,999	12,254	169,835	22,208	3,733	25,941	195,776
Percent	30%	10%	44%	16%	33%	25%	20%	24%	32%

**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  
 August 18: Customer Appreciation Event, Tilton  
 September 8: Virtual Button Up Bristol  
 September 23: Virtual Button Up Hanover  
 September 27: Virtual Button Up Claremont  
 September 29: Virtual Button Up Hudson  
 October 14: Virtual Button Up Goffstown  
 October 22: Virtual Button Up Atkinson

**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  
 August 27: Building Operator Class

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Forward Capacity Market (FCM) Proceeds and Expenses

Description	Electric Utilities				Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	
Estimated Annual FCM Proceeds	\$ 609,155	\$ 100,000	\$ 5,192,962	\$ 746,048	\$ 6,648,165
Estimated Annual FCM Expenses	\$ 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	23,671	1,980,884	142,949	2,286,561
Qtr. 3	160,075	31,549	1,230,451	139,765	1,561,840
Qtr. 4	160,056	27,824	883,513	140,149	1,211,542
Total	\$ 599,042	\$ 106,892	\$ 5,368,766	\$ 565,223	\$ 6,639,923
<b>Actual FCM Expenses</b>					
Financial Assurance					
Qtr. 1	\$ -	\$ -	\$ -	\$ -	\$ -
Qtr. 2	-	-	1,000	-	1,000
Qtr. 3	-	-	-	-	-
Qtr. 4	-	-	-	-	-
Total	\$ -	\$ -	\$ 1,000	\$ -	\$ 1,000
Other					
Qtr. 1	\$ 1,697	\$ -	\$ 7,372	\$ 2,225	\$ 11,294
Qtr. 2	18,014	1,519	15,711	12,014	47,258
Qtr. 3	5,329	11,805	4,662	1,631	23,427
Qtr. 4	5,534	-	(8,987)	99	(3,354)
Total	\$ 30,575	\$ 13,324	\$ 18,758	\$ 15,968	\$ 78,625
Total Financial Assurance & Other	\$ 30,575	\$ 13,323.9	\$ 19,758	\$ 15,968	\$ 79,625
<b>Actual Net FCM Proceeds*</b>	\$ 568,467	\$ 93,568	\$ 5,349,009	\$ 549,254	\$ 6,560,298

\* 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	\$ 11,207	\$ 35,859	\$ 64,927	\$ 66,780	\$ 178,773	\$ 11,955	\$ 24,658	\$ 36,614	\$ 215,386
	External Admin	610	8,180	-	845	9,635	845	284	1,129	10,764
	Rebate/Services	981,921	580,981	8,530,320	1,423,361	11,516,583	1,479,298	275,309	1,754,608	13,271,191
	Implementation Services	90,591	42,482	189,837	180,223	503,133	98,872	80,760	179,633	682,766
	Marketing	18,643	6,769	77,144	25,326	127,882	23,862	7,081	30,943	158,825
	EM&V	24,357	12,951	195,468	34,122	266,898	33,889	13,651	47,540	314,438
	Total	\$ 1,127,328	\$ 687,222	\$ 9,057,696	\$ 1,730,657	\$ 12,602,904	\$ 1,648,722	\$ 401,744	\$ 2,050,466	\$ 14,653,370
ENERGY STAR Homes	Internal Admin	\$ 3,519	\$ 10,342	\$ 17,959	\$ 20,801	\$ 52,621	\$ 12,094	\$ 15,250	\$ 27,345	\$ 79,966
	External Admin	1,022	1,927	-	223	3,172	441	161	602	3,774
	Rebate/Services	113,379	160,993	1,732,818	46,485	2,053,675	474,678	41,450	516,128	2,569,803
	Implementation Services	26,738	26,722	116,630	83,305	253,394	43,421	51,880	95,301	348,695
	Marketing	5,169	3,127	33,598	6,009	47,903	12,517	4,011	16,528	64,431
	EM&V	8,747	560	24,945	9,014	43,266	17,682	7,733	25,415	68,681
	Total	\$ 158,574	\$ 203,671	\$ 1,925,950	\$ 165,837	\$ 2,454,031	\$ 560,833	\$ 120,485	\$ 681,318	\$ 3,135,349
HP w/ENERGY STAR	Internal Admin	\$ 4,940	\$ 60,403	\$ 52,523	\$ 19,929	\$ 137,794	\$ 7,186	\$ 11,604	\$ 18,790	\$ 156,584
	External Admin	293	15,269	-	263	15,825	471	131	601	16,426
	Rebate/Services	548,757	991,135	6,540,290	779,411	8,859,593	1,187,733	359,705	1,547,439	10,407,032
	Implementation Services	43,358	59,978	182,864	169,645	455,845	46,143	66,204	112,347	568,192
	Marketing	9,155	13,323	96,890	7,273	126,640	19,302	3,261	22,563	149,204
	EM&V	11,697	13,407	178,269	10,629	214,001	18,864	6,287	25,151	239,152
	Total	\$ 618,199	\$ 1,153,515	\$ 7,050,835	\$ 987,149	\$ 9,809,699	\$ 1,279,699	\$ 447,192	\$ 1,726,891	\$ 11,536,590
ENERGY STAR Products	Internal Admin	\$ 5,399	\$ 61,122	\$ 45,930	\$ 59,427	\$ 171,879	\$ 11,525	\$ 20,409	\$ 31,934	\$ 203,812
	External Admin	187	11,387	-	780	12,354	438	255	693	13,047
	Rebate/Services	434,873	985,916	5,519,196	807,330	7,747,315	752,615	271,624	1,024,239	8,771,555
	Implementation Services	28,941	109,994	22,925	121,034	282,893	41,166	25,867	67,032	349,926
	Marketing	5,288	14,076	75,038	23,113	117,515	12,415	6,370	18,785	136,300
	EM&V	7,446	3,310	63,797	31,532	106,085	17,538	12,281	29,819	135,903
	Total	\$ 482,133	\$ 1,185,805	\$ 5,726,886	\$ 1,043,217	\$ 8,438,041	\$ 835,696	\$ 336,806	\$ 1,172,502	\$ 9,610,543

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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	\$ 3,261	\$ 455	\$ 1,395	\$ -	\$ 5,111	\$ 1,938	\$ -	\$ 1,938	\$ 7,049
	External Admin	44	-	-	711	755	103	-	103	858
	Rebate/Services	67,875	-	43,788	159,757	271,420	196,874	-	196,874	468,295
	Implementation Services	6,038	-	47,776	3,980	57,793	13,979	25,317	39,296	97,088
	Marketing	-	-	-	-	-	-	-	-	-
	EM&V	14,902	3,542	4,739	5,048	28,231	5,330	-	5,330	33,561
	Total	\$ 92,120	\$ 3,997	\$ 97,698	\$ 169,495	\$ 363,310	\$ 218,225	\$ 25,317	\$ 243,542	\$ 606,851
Total Residential	Internal Admin	\$ 28,326	\$ 168,181	\$ 182,735	\$ 166,936	\$ 546,178	\$ 44,699	\$ 71,921	\$ 116,620	\$ 662,798
	External Admin	2,156	36,763	-	2,822	41,741	2,298	830	3,128	44,869
	Rebate/Services	2,146,805	2,719,025	22,366,412	3,216,345	30,448,587	4,091,199	948,089	5,039,288	35,487,875
	Implementation Services	195,665	239,176	560,031	558,186	1,553,058	243,581	250,027	493,608	2,046,666
	Marketing	38,254	37,295	282,670	61,721	419,940	68,095	20,724	88,820	508,760
	EM&V	67,148	33,770	467,218	90,345	658,481	93,302	39,952	133,254	791,736
	Total	\$ 2,478,355	\$ 3,234,210	\$ 23,859,066	\$ 4,096,355	\$ 33,667,985	\$ 4,543,175	\$ 1,331,544	\$ 5,874,719	\$ 39,542,704
Total %	Internal Admin	1.1%	5.2%	0.8%	4.1%	1.6%	1.0%	5.4%	2.0%	1.7%
	External Admin	0.1%	1.1%	0.0%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
	Rebate/Services	86.6%	84.1%	93.7%	78.5%	90.4%	90.1%	71.2%	85.8%	89.7%
	Implementation Services	7.9%	7.4%	2.3%	13.6%	4.6%	5.4%	18.8%	8.4%	5.2%
	Marketing	1.5%	1.2%	1.2%	1.5%	1.2%	1.5%	1.6%	1.5%	1.3%
	EM&V	2.7%	1.0%	2.0%	2.2%	2.0%	2.1%	3.0%	2.3%	2.0%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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

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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	\$ 30,455	\$ 23,611	\$ 149,992	\$ 98,823	\$ 302,881	\$ 13,698	\$ 55,649	\$ 69,346	\$ 372,228
	External Admin	964	4,399	-	1,164	6,527	1,105	453	1,558	8,085
	Rebate/Services	1,145,375	389,305	8,549,969	1,218,101	11,302,750	1,299,622	304,567	1,604,189	12,906,939
	Implementation Services	128,587	33,030	850,208	119,309	1,131,135	130,607	50,589	181,196	1,312,331
	Marketing	30,741	5,440	271,776	32,024	339,980	63,087	11,680	74,767	414,748
	EM&V	39,357	1,853	157,174	60,562	258,946	44,964	24,727	69,692	328,638
	Total	\$ 1,375,480	\$ 457,637	\$ 9,979,119	\$ 1,529,984	\$ 13,342,219	\$ 1,553,083	\$ 447,666	\$ 2,000,749	\$ 15,342,968
Small Business Energy Solutions	Internal Admin	\$ 10,963	\$ 20,337	\$ 79,379	\$ 85,807	\$ 196,487	\$ 26,855	\$ 34,493	\$ 61,348	\$ 257,835
	External Admin	792	3,789	-	1,011	5,592	732	281	1,013	6,605
	Rebate/Services	1,401,823	291,395	9,781,418	1,151,238	12,625,875	1,581,792	278,219	1,860,012	14,485,886
	Implementation Services	112,359	98,190	577,910	168,054	956,512	92,025	149,773	241,799	1,198,311
	Marketing	19,965	4,970	217,981	27,943	270,860	56,998	7,376	64,374	335,234
	EM&V	25,214	1,596	88,328	40,848	155,986	39,890	13,523	53,413	209,399
	Total	\$ 1,571,116	\$ 420,277	\$ 10,745,017	\$ 1,474,901	\$ 14,211,311	\$ 1,798,292	\$ 483,665	\$ 2,281,958	\$ 16,493,269
Municipal	Internal Admin	\$ 3,127	\$ 6,119	\$ 21,627	\$ 10,628	\$ 41,501	\$ -	\$ -	\$ -	\$ 41,501
	External Admin	44	1,140	-	105	1,290	-	-	-	1,290
	Rebate/Services	150,257	90,386	1,310,227	170,569	1,721,440	-	-	-	1,721,440
	Implementation Services	9,587	25,263	875	34,353	70,077	-	-	-	70,077
	Marketing	1,889	1,455	29,936	3,557	36,836	-	-	-	36,836
	EM&V	2,783	480	18,415	4,259	25,937	-	-	-	25,937
	Total	\$ 167,687	\$ 124,843	\$ 1,381,080	\$ 223,471	\$ 1,897,081	\$ -	\$ -	\$ -	\$ 1,897,081
Other*	Internal Admin	\$ 2,421	\$ 1,461	\$ 8,654	\$ -	\$ 12,536	\$ 2,523	\$ -	\$ 2,523	\$ 15,059
	External Admin	37	74	-	711	822	44	-	44	867
	Rebate/Services	10,409	6,874	139,402	163,317	320,002	10,982	-	10,982	330,984
	Implementation Services	7,006	98	94,044	16,026	117,175	4,497	3,145	7,641	124,816
	Marketing	1,282	92	9,480	1,861	12,715	2,384	588	2,972	15,687
	EM&V	18,285	8,295	15,021	9,499	51,100	1,778	-	1,778	52,878
	Total	\$ 39,440	\$ 16,895	\$ 266,601	\$ 191,414	\$ 514,350	\$ 22,208	\$ 3,733	\$ 25,941	\$ 540,291

\* 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	\$ 46,966	\$ 51,528	\$ 259,652	\$ 195,259	\$ 553,405	\$ 43,076	\$ 90,142	\$ 133,218	\$ 686,623
	External Admin	1,838	9,402	-	2,992	14,231	1,881	734	2,615	16,846
	Rebate/Services	2,707,864	777,960	19,781,016	2,703,226	25,970,066	2,892,397	582,786	3,475,183	29,445,249
	Implementation Services	257,540	156,581	1,523,037	337,741	2,274,899	227,129	203,507	430,636	2,705,535
	Marketing	53,877	11,957	529,172	65,385	660,392	122,470	19,644	142,114	802,506
	EM&V	85,639	12,223	278,939	115,168	491,969	86,632	38,251	124,882	616,851
	Total	\$ 3,153,723	\$ 1,019,652	\$ 22,371,817	\$ 3,419,770	\$ 29,964,962	\$ 3,373,583	\$ 935,064	\$ 4,308,647	\$ 34,273,609
Total C&I and Municipal %	Internal Admin	1.5%	5.1%	1.2%	5.7%	1.8%	1.3%	9.6%	3.1%	2.0%
	External Admin	0.1%	0.9%	0.0%	0.1%	0.0%	0.1%	0.1%	0.1%	0.0%
	Rebate/Services	85.9%	76.3%	88.4%	79.0%	86.7%	85.7%	62.3%	80.7%	85.9%
	Implementation Services	8.2%	15.4%	6.8%	9.9%	7.6%	6.7%	21.8%	10.0%	7.9%
	Marketing	1.7%	1.2%	2.4%	1.9%	2.2%	3.6%	2.1%	3.3%	2.3%
	EM&V	2.7%	1.2%	1.2%	3.4%	1.6%	2.6%	4.1%	2.9%	1.8%
	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	\$ 75,292	\$ 219,709	\$ 442,386	\$ 362,195	\$ 1,099,583	\$ 87,774	\$ 162,063	\$ 249,838	\$ 1,349,420
	External Admin	3,994	46,165	-	5,814	55,972	4,179	1,564	5,743	61,715
	Rebate/Services	4,854,668	3,496,985	42,147,429	5,919,571	56,418,653	6,983,596	1,530,875	8,514,471	64,933,124
	Implementation Services	453,205	395,757	2,083,068	895,927	3,827,957	470,710	453,534	924,244	4,752,201
	Marketing	92,131	49,252	811,843	127,105	1,080,332	190,565	40,368	230,933	1,311,265
	EM&V	152,787	45,993	746,157	205,512	1,150,450	179,934	78,203	258,137	1,408,587
	Total	\$ 5,632,078	\$ 4,253,862	\$ 46,230,883	\$ 7,516,125	\$ 63,632,947	\$ 7,916,758	\$ 2,266,608	\$ 10,183,366	\$ 73,816,312
Grand Total % (Residential, C&I and Municipal)	Internal Admin	1.3%	5.2%	1.0%	4.8%	1.7%	1.1%	7.2%	2.5%	1.8%
	External Admin	0.1%	1.1%	0.0%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
	Rebate/Services	86.2%	82.2%	91.2%	78.8%	88.7%	88.2%	67.5%	83.6%	88.0%
	Implementation Services	8.0%	9.3%	4.5%	11.9%	6.0%	5.9%	20.0%	9.1%	6.4%
	Marketing	1.6%	1.2%	1.8%	1.7%	1.7%	2.4%	1.8%	2.3%	1.8%
	EM&V	2.7%	1.1%	1.6%	2.7%	1.8%	2.3%	3.5%	2.5%	1.9%
	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	\$ 152,787	\$ 45,993	\$ 746,157	\$ 205,512	\$ 1,150,450	\$ 179,934	\$ 78,203	\$ 258,137	\$ 1,408,587
	Percent	41%	20%	31%	46%	34%	41%	64%	46%	35%

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	\$396,943	DNV-GL	Suspended
Baseline & Industry Standard Practice Evaluation	\$151,650	NMR	Suspended

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	\$ 396,062	\$ 690,000	\$ 800,250	\$ 875,000	\$ 150,000
Less: Loans	1,432,029	694,214	1,967,158	1,534,020	159,160	29,414
Plus: Loan Payments Received	711,820	641,617	1,611,400	1,252,129	44,097	8,289
Less Bad Debt (\$ Written Off)	22,702	-	-	-	-	-
Current Balance	210,088	343,465	334,242	518,359	759,936	128,875
Less: Loans in Process	-	15,147	-	377,434	-	-
Less: Potential Loans	-	-	-	-	-	-
Amount Available to Loan	\$ 210,088	\$ 328,318	\$ 334,242	\$ 140,925	\$ 759,936	\$ 128,875
<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	1	12	18	14	9
	Average Loan Amount	\$ 1,220	\$ 2,538	\$ 1,719	\$ 3,938	\$ 2,109
Municipal and C&I <sup>2</sup>	No. of Projects Financed	17	-	23	8	2
	Average Loan Amount	21,767	N/A	8,672	8,307	39,282

**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.

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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	-	854,880
Plus: Loan Repayments (excluding reserve for bad debt)	64,502	911,515
Current Balance	\$ -	\$ 1,487,470
Less: Loans in Process	-	-
Less: Potential Loans	-	175,198
Less: Future Committed Loans	-	-
Add: Anticipated Loan Repayments Thru Year End	892,480	(652,200)
Amount Available to Loan	\$ -	\$ 1,964,472
Year-to-Date Reserve for Bad Debt (Uncollectibles)		
Initial Balance <sup>1</sup>	\$ -	\$ 124,538
Plus: Bad Debt Collections <sup>2</sup>	-	40,199
Less: Bad Debt Charges	-	-
Ending Balance	\$ -	\$ 164,737
Year-to-date Administrative and Implementation Expenses <sup>3</sup>	\$ -	\$ 18,620
Year-to-date Payments to Contractors Supporting Customer Projects	\$ -	\$ 854,880
Year-to-date Performance Incentive <sup>4</sup>	\$ -	\$ 54,691
Year-to-date Project Financing Information		
Municipal and C&I <sup>5</sup>		
No. of Projects Financed	-	14
Total Loan Amount	\$ -	\$ 854,880
Average Loan Amount	\$ -	\$ 61,063
Lifetime kWh Savings <sup>6</sup>	-	10,540,246
Lifetime MMBTU Savings <sup>6</sup>	-	-
Lifetime kWh Savings <sup>7</sup>	-	-
Lifetime MMBTU Savings <sup>7</sup>	-	-
Lifetime Electric Bill Savings	\$ -	\$ 1,422,933

Notes:

- (1) As of January 1, 2018.
- (2) 5% of the loan amount is reserved for uncollectibles.
- (3) Eversource's Annual Budget: \$30,000 (see page 16).
- (4) The performance incentive is based on 6% of the loan repayments.
- (5) C&I not applicable to Eversource; Municipal only.
- (6) Also reported in the applicable C&I program report.
- (7) Incremental savings also reported on Company Specific Programs (see page 15)

4th Quarter Report  
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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	\$ 633	\$ 1,201	\$ 19,838	\$ 3,127	\$ 24,799	\$ 2,306	\$ 2,279	\$ 4,586	\$ 29,384
Remaining Budget	\$ 5,158	\$ 10,741	\$ 30,559	\$ (1,627)	\$ 44,831	\$ 4,094	\$ 921	\$ 5,014	\$ 49,846
Less: Potential Interest Rate Buy-Downs <sup>1</sup>	\$ 440	\$ -	\$ -	\$ -	\$ 440	\$ 411	\$ -	\$ 411	\$ 851
Amount Available for Interest Rate Buy-Downs	\$ 4,718	\$ 10,741	\$ 30,559	\$ (1,627)	\$ 44,391	\$ 3,683	\$ 921	\$ 4,604	\$ 48,995
Year-to-date Project Loan Information									
No. of Projects Financed	2	1	20	3	26	1	3	4	30
Total Project Cost <sup>2</sup>	\$ 24,694	\$ 18,477	\$ 379,903	\$ 39,895	\$ 462,968	\$ 30,876	\$ 27,450	\$ 58,326	\$ 521,294
Average Project Cost <sup>2</sup>	\$ 12,347	\$ 18,477	\$ 18,995	\$ 13,298	\$ 17,806	\$ 30,876	\$ 9,150	\$ 14,581	\$ 17,376
Total Loan Amount	\$ 8,494	\$ 10,476	\$ 176,008	\$ 26,945	\$ 221,924	\$ 15,000	\$ 24,350	\$ 39,350	\$ 261,274
Average Loan Amount	\$ 4,247	\$ 10,476	\$ 8,800	\$ 8,982	\$ 8,536	\$ 15,000	\$ 8,117	\$ 9,838	\$ 8,709
Average Loan Term (years)	3.0	5.0	5.9	5.0	5.5	7.0	5.0	5.5	5.5
Total Interest Rate Buy-Down Amount	\$ 633	\$ 1,201	\$ 19,838	\$ 3,127	\$ 24,799	\$ 2,306	\$ 2,278	\$ 4,585	\$ 29,383
Average Interest Rate Buy-Down Amount	\$ 316	\$ 1,201	\$ 992	\$ 1,042	\$ 954	\$ 2,306	\$ 759	\$ 1,146	\$ 979
Average Gross Interest Rate	7.25%	6.99%	6.23%	5.99%	6.31%	6.99%	5.99%	6.24%	6.30%
Average Customer Interest Rate	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
Average Sq. Footage of Home (HPwES Projects)	1,724	2,561	1,730	1,216	1,703	349	-	87	1,487
Total Estimated Annual Space Heating Energy Savings (MMBtu) <sup>3</sup>	291	255	2,310	44	2,900	49	-	49	2,949
Average Estimated Annual Space Heating Energy Savings (MMBtu)	291	255	128	-	112	49	-	12	98
No. of Loan Write-offs	-	-	-	-	-	-	-	-	-
Total Loan Write-off Amount	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Pre-paid Interest Rate Buy-Down Amount Associated with Loan Write-off	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Notes:

- (1) Includes utility and customer costs.
- (2) Also reported in the applicable Residential program reports. Includes space heating savings associated with all fuel sources.

4th Quarter Report  
January 2021 - December 2021

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	228	3,339,956	43	1,146,077	583	19,965,619	198	3,123,952	1,052	27,575,604
Expenses / Lifetime MMBtu Savings	\$1,127,328	24,920	\$687,222	22,187	\$9,057,696	370,375	\$1,730,657	24,278	\$12,602,904	441,760
<b>Home Performance w/ENERGY STAR</b>										
Number of Rebates / Lifetime kWh Savings	152	2,822,280	179	9,468,345	1,805	33,828,112	173	3,597,112	2,309	49,715,850
Expenses / Lifetime MMBtu Savings	\$618,199	165,194	\$1,153,515	316,856	\$7,050,835	2,011,194	\$987,149	132,130	\$9,809,699	2,625,375
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	76	2,159,754	47	4,682,287	730	27,338,889	29	1,009,768	882	35,190,698
Expenses / Lifetime MMBtu Savings	\$158,574	70,888	\$203,671	18,311	\$1,925,950	497,781	\$165,837	43,370	\$2,454,031	630,350
<b>ENERGY STAR Products</b>										
Number of Rebates / Lifetime kWh Savings	8,394	5,081,183	75,385	11,399,044	359,291	89,227,748	74,932	15,230,766	518,002	120,938,741
Expenses / Lifetime MMBtu Savings	\$482,133	2,390	\$696,026	(3,106)	\$5,726,886	(21,454)	\$1,043,217	(8,434)	\$7,948,262	(30,604)
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	88	59,618,615	20	17,955,212	506	414,922,706	33	47,989,494	647	540,486,027
Expenses / Lifetime MMBtu Savings	\$1,375,480	0	\$457,637	(6,932)	\$9,979,119	(101,027)	\$1,529,984	(19,657)	\$13,342,219	(127,617)
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	178	49,573,063	68	9,373,648	1,727	430,036,572	142	47,616,212	2,115	536,599,495
Expenses / Lifetime MMBtu Savings	\$1,571,116	0	\$420,277	(5,931)	\$10,745,017	(257,442)	\$1,474,901	(15,980)	\$14,211,311	(279,353)
<b>Municipal Program</b>										
Number of Participants / Lifetime kWh Savings	15	4,186,785	11	1,899,134	111	38,307,538	7	4,478,767	144	48,872,223
Expenses / Lifetime MMBtu Savings	\$167,687	40,100	\$124,843	9,445	\$1,381,080	36,080	\$223,471	(2,860)	\$1,897,081	82,765
<b>Educational Programs</b>										
Expenses	\$22,012		\$7,570		\$127,999		\$12,254		\$169,835	
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	8,893	1,461,713	0	0	0	0	21,299	2,173,800	30,192	3,635,513
Expenses / Lifetime MMBtu Savings	\$109,548	0	\$13,322	0	\$217,680	0	\$179,705	0	\$520,255	0
<b>Smart Start (NHEC/PSNH), RLF (UES)</b>										
Expenses	\$0		\$0		\$18,620		\$0		\$18,620	
<b>Total Program Expenses</b>	<b>\$5,632,078</b>		<b>\$3,764,083</b>		<b>\$46,230,883</b>		<b>\$7,347,174</b>		<b>\$62,974,218</b>	

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January 2021 - December 2021  
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	204	2,993,013	38	1,011,974	524	17,960,351	178	2,816,214	945	24,781,552
Expenses / Lifetime MMBtu Savings	\$1,010,225	22,331	\$606,810	19,591	\$8,147,977	333,176	\$1,560,171	21,887	\$11,325,184	396,984
<b>Home Performance w/ENERGY STAR</b>										
Number of Rebates / Lifetime kWh Savings	152	2,822,280	179	9,468,345	1,805	33,828,112	173	3,597,112	2,233	49,053,323
Expenses / Lifetime MMBtu Savings	\$618,199	165,194	\$1,153,515	316,856	\$7,050,835	2,011,194	\$987,149	132,130	\$9,809,699	2,531,069
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	76	2,159,754	47	4,682,287	730	27,338,889	29	1,009,768	882	35,190,698
Expenses / Lifetime MMBtu Savings	\$158,574	70,888	\$203,671	18,311	\$1,925,950	497,781	\$165,837	43,370	\$2,454,031	630,350
<b>ENERGY STAR Products</b>										
Number of Rebates / Lifetime kWh Savings	8,394	5,081,183	75,385	11,399,044	359,291	89,227,748	74,932	15,230,766	509,696	175,476,174
Expenses / Lifetime MMBtu Savings	\$482,133	2,390	\$696,026	(3,106)	\$5,726,886	(21,454)	\$1,043,217	(8,434)	\$7,948,262	(32,994)
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	88	59,618,615	20	17,955,212	506	414,922,706	33	47,989,494	737	530,440,475
Expenses / Lifetime MMBtu Savings	\$1,375,480	0	\$457,637	(6,932)	\$9,979,119	(101,027)	\$1,529,984	(19,657)	\$13,342,219	(127,617)
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	178	49,573,063	68	9,373,648	1,727	430,036,572	142	47,616,212	2,115	536,599,495
Expenses / Lifetime MMBtu Savings	\$1,571,116	0	\$420,277	(5,931)	\$10,745,017	(257,442)	\$1,474,901	(15,980)	\$14,211,311	(279,353)
<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	\$22,012		\$7,570		\$127,999		\$12,254		\$169,835	
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	8,893	1,461,713	0	0	0	0	21,299	2,173,800	30,192	3,635,513
Expenses / Lifetime MMBtu Savings	\$109,548	0	\$13,322	0	\$217,680	0	\$179,705	0	\$520,255	0
<b>Smart Start (NHEC/PSNH), RLF (UES)</b>										
Expenses	\$0		\$0		\$18,620		\$0		\$18,620	
<b>Total Program Expenses</b>	<b>\$5,347,288</b>		<b>\$3,558,828</b>		<b>\$43,940,084</b>		<b>\$6,953,218</b>		<b>\$59,799,417</b>	

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

**4th Quarter Report  
 January 2021 - December 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	24	346,943	5	134,103	59	2,005,268	20	307,738	107	2,794,052
Expenses / Lifetime MMBtu Savings	\$117,103	2,589	\$80,412	2,596	\$909,719	37,199	\$170,486	2,392	\$1,277,720	44,775
<b>Municipal Program</b>										
Number of Participants / Lifetime kWh Savings	15	4,186,785	11	1,899,134	111	38,307,538	7	4,478,767	144	48,872,223
Expenses / Lifetime MMBtu Savings	\$167,687	40,100	\$124,843	9,445	\$1,381,080	36,080	\$223,471	(2,860)	\$1,897,081	82,765
<b>Total Program Expenses</b>	<b>\$284,790</b>		<b>\$205,255</b>		<b>\$2,290,799</b>		<b>\$393,957</b>		<b>\$3,174,801</b>	

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

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 January 2021 - December 2021**

**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	271		35		306	
Expenses / Lifetime MMBtu Savings	\$1,648,722	116,788	\$401,744	30,113	\$2,050,466	146,901
<b>Home Performance w/ENERGY STAR</b>						
Number of Units	338		88		426	
Expenses / Lifetime MMBtu Savings	\$1,279,699	395,449	\$447,192	121,203	\$1,726,891	516,652
<b>ENERGY STAR Homes</b>						
Number of Homes	242		34		276	
Expenses / Lifetime MMBtu Savings	\$560,833	132,521	\$120,485	36,738	\$681,318	169,259
<b>ENERGY STAR Products</b>						
Number of Rebates	8,394		375		8,769	
Expenses / Lifetime MMBtu Savings	\$835,696	189,109	\$336,806	67,864	\$1,172,502	256,973
<b>Large Business Energy Solutions</b>						
Number of Participants	399		4		403	
Expenses / Lifetime MMBtu Savings	\$1,553,083	770,168	\$447,666	192,609	\$2,000,749	962,777
<b>Small Business Energy Solutions</b>						
Number of Participants	2,124		79		2,203	
Expenses / Lifetime MMBtu Savings	\$1,798,292	431,479	\$483,665	141,759	\$2,281,958	573,238
<b>Educational Programs</b>						
Expenses	\$22,208		\$3,733		\$25,941	
<b>Company Specific Programs / FCM Expenses</b>						
Number of Participants	23,707		0		23,707	
Expenses / Lifetime MMBtu Savings	\$218,225	21,366	\$25,317	0	\$243,542	21,366
<b>Total Program Expenses</b>	<b>\$7,916,758</b>		<b>\$2,266,608</b>		<b>\$10,183,366</b>	



**4th Quarter Report  
January 2021 - December 2021**

**Demand Reduction Initiative**

Description		Electric Utilities		Grand Total
		Eversource	Unitil	
<b>C&amp;I DR</b>				
Program Expenses	Budget	\$ 380,187	\$ 227,343	\$ 607,530
	Actual	\$ 105,542	\$ 168,950	\$ 274,492
	Percent	28%	74%	45%
Program Participation	Goal	20	9	29
	Actual	37	17	54
	Percent	185%	189%	186%
kW Savings	Goal	6,500	2,800	9,300
	Actual	7,582	3,629	11,211
	Percent	117%	130%	121%
<b>Residential DR</b>				
Program Expenses	Budget	\$ 128,459	\$ 122,100	\$ 250,559
	Actual	\$ 91,460	\$ 67,749	\$ 159,209
	Percent	71%	55%	64%
Program Participation	Goal	1,020	510	1,530
	Actual	1,422	532	1,954
	Percent	139%	104%	128%
kW Savings	Goal	600	300	900
	Actual	778	597	1,375
	Percent	130%	199%	153%

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.

2) Eversource Program Expenses reported do not include expenses invoiced in 2022.

**4th Quarter Report  
 January 2021 - December 2021**

**RGGI Grant #18-005  
 Moderate Income Home Performance w/ENERGY STAR**

Description		Total
Program Expenses	Budget	\$ 690,000
	Actual	\$ 17,963
	Percent	3%
Annual kWh Savings		257
Lifetime kWh Savings		513
Annual MMBtu Savings		299
Lifetime MMBtu Savings		7,260
Number of Projects	Completed	3
	In Development	1
	Total	4

Notes:

- 1) The grant has been extended 12 months and ends December 31, 2022.