

Northern Utilities, Inc.
NHPUC Docket No. DE 17-136 (DE 20-092)
2021 Annual Report – Lost Base Revenue

In accordance with the requirements of the Settlement Agreement approved by the New Hampshire Public Utilities Commission in Order No. 26,553, dated November 12, 2021 in DE 20-092, Northern Utilities, Inc. (“NUI”) herein provides its calculation of lost base revenue (“LBR”) for 2021. A description of how the Average Distribution Rate (“ADR”) for lost revenue was calculated, including information on the inclusion or exclusion of relevant inputs such as customer charges and meter charges is included herein. As required, the billing determinants in these calculations are based on 2021 data and rates in effect throughout 2021. The reconciliation of LBR with revenue collected through the Lost Revenue Rate is also provided as part of this report. The contents of the report are provided below.

Page 1 provides the total LBR for January through December 2021. The calculation is based on the therm savings provided on page 3 and the ADRs provided on page 4.

Page 2 provides a reconciliation of the 2021 LBR from page 1 with revenues collected through the Lost Revenue Rate.

Page 3 provides program year 2021 savings for the LBR calculations.

Pages 4a and 4b provide detail of the savings adjustments associated with the Company’s base rate case, DG 21-104.

Page 5 provides the calculation of the ADR for the January 1 to April 30, 2021 period, May-October 2021 period, October 2021 and the November-December 2021 period. The periods reflect seasonal rate changes, the October 1, 2021 rate change reflects temporary rates related to the Company’s base rate case, DG 21-104.

Page 6 provides supporting detail for the ADR calculated on page 4.

Pages 7 through 10 provide supporting documentation of the customer charges and distribution rates in effect January 1 to April 30, 2021, which are used in the calculations on page 5.

Pages 11 through 16 provide supporting documentation of the customer charges and distribution rates in effect May 1 to September 30, 2021, which are used in the calculations on page 5.

Pages 17 through 20 provide supporting documentation of the customer charges and distribution rates in effect October 2021, which are used in the calculations on page 5.

Pages 21 through 24 provide supporting documentation of the customer charges and distribution rates in effect November 1 to December 31, 2021, which are used in the calculations on page 5.

Page 25 provides supporting documentation for billing determinants used in the ADR calculations. This data was extracted from the company’s billing system. Note that customer counts for each rate class shown on page 5 were derived by dividing customer charge revenue by the customer charge in effect. This method was used since customer counts change throughout the month. Dividing customer charge revenue by the customer charge in effect results in a customer count that reflects the billing determinant for the month. As indicated above, the ADR does not include customer charges so this method has no impact on LBR.

With respect to the calculation of ADR, as shown on page 5, NUI calculated an ADR for each sector by dividing the total therm distribution revenue by the therms for the applicable time period. Details by class are shown on page 6. As shown, the therm distribution revenue is calculated by multiplying the distribution rates that were billed for the period by the billing determinants for the same period. As indicated above, NUI calculated ADR for four periods (January-April 2021, May-September 2021, October 2021 and November-December 2021), corresponding to distribution rate changes in effect in 2021. The January through April period uses rates in effect for the Winter Season. The May through September period uses Summer Season rates. October reflects Summer season plus temporary rates. The November through December period uses Winter Season rates.

Northern Utilities
 Actual Monthly and Cumulative Savings (Therms) and Lost Base Revenue
 January 1, 2020 to December 31, 2021

Line	Description	12/31/2020	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	2021	
		Col. B	Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Annual Savings
	Col. A	Col. B	Col. C	Col. D	Col. E	Col. F	Col. G	Col. H	Col. I	Col. J	Col. K	Col. L	Col. M	Col. N	Col. O
1	Residential Annualized Savings 2017	70,756										(70,756)			(70,756)
2	Residential Annualized Savings 2018	115,768										(115,768)			(115,768)
3	Residential Annualized Savings 2019	162,616										(162,616)			(162,616)
4	Residential Annualized Savings 2020	145,176										(57,842)			(57,842)
5	Residential Annualized Savings 2021	-	11,550	11,661	32,632	4,797	15,086	16,395	13,592	12,079	4,203	3,362	27,109	3,320	155,786
6	Residential Retirements (2020 Savings)	-	-	-	-	-	-	-	-	(17,586)	-	(12,936)	-	-	(17,456)
7	Total 2021 Residential Savings Activity	-	11,550	11,661	32,632	4,797	15,086	16,395	13,592	(5,506)	4,203	(416,555)	27,109	(14,135)	(299,172)
8	C&I Annualized Savings 2017	265,574										(265,574)			(265,574)
9	C&I Annualized Savings 2018	182,120										(182,120)			(182,120)
10	C&I Annualized Savings 2019	241,161										(241,161)			(241,161)
11	C&I Annualized Savings 2020	242,412										(56,057)			(56,057)
12	C&I Annualized Savings 2021	-	-	2,517	15,045	381	-	4,072	6,680	10,660	16,982	354	3,003	137,921	197,615
13	C&I Retirements	-	-	-	-	-	-	-	-	-	-	-	-	-	-
14	Total 2021 C&I Savings Activity	-	-	2,517	15,045	381	-	4,072	6,680	10,660	16,982	(744,558)	3,003	137,921	-
															Total 2021
			Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	LBR
15	Monthly Incremental Residential Savings	-	-	-	-	-	-	-	-	-	-	(29,095)	-	-	(29,095)
16	Cumulative Residential Savings (17, 18 & 19)	29,095	29,095	29,095	29,095	29,095	29,095	29,095	29,095	29,095	29,095	29,095	-	0	261,855
17	Average Residential Distribution Rate		0.6915	0.6915	0.6915	0.6915	0.6109	0.6109	0.6109	0.6109	0.6109	0.6792	0.7598	0.7598	
18	Lost Residential Revenue		\$ 20,119	\$ 20,119	\$ 20,119	\$ 20,119	\$ 17,774	\$ 17,774	\$ 17,774	\$ 17,774	\$ 17,774	\$ -	\$ -	\$ -	\$ 169,347
19	Monthly Incremental Residential Savings	-	-	-	-	-	-	-	-	(1,465)	-	(5,898)	-	(1,455)	(8,818)
20	Cumulative Residential Savings (2020)	12,098	12,098	12,098	12,098	12,098	12,098	12,098	12,098	10,633	10,633	4,734	4,734	3,280	118,700
21	Average Residential Distribution Rate		0.6915	0.6915	0.6915	0.6915	0.6109	0.6109	0.6109	0.6109	0.6109	0.6792	0.7598	0.7598	
22	Lost Residential Revenue		\$ 8,366	\$ 8,366	\$ 8,366	\$ 8,366	\$ 7,391	\$ 7,391	\$ 7,391	\$ 6,495	\$ 6,495	\$ 3,216	\$ 3,597	\$ 2,492	\$ 77,931
23	Monthly Incremental Residential Savings	-	963	972	2,719	400	1,257	1,366	1,133	1,007	350	280	2,259	277	12,982
24	Cumulative Residential Savings (2021)	0	963	1,934	4,654	5,053	6,311	7,677	8,809	9,816	10,166	10,446	12,706	12,982	91,517
25	Average Residential Distribution Rate		0.6915	0.6915	0.6915	0.6915	0.6109	0.6109	0.6109	0.6109	0.6109	0.6792	0.7598	0.7598	
26	Lost Residential Revenue		\$ 666	\$ 1,338	\$ 3,218	\$ 3,494	\$ 3,855	\$ 4,690	\$ 5,382	\$ 5,997	\$ 6,211	\$ 7,095	\$ 9,654	\$ 9,864	\$ 61,462
27	Monthly C&I Savings	-	-	-	-	-	-	-	-	-	-	(57,405)	-	-	(57,405)
28	Cumulative C&I Savings (17, 18 & 19)	57,405	57,405	57,405	57,405	57,405	57,405	57,405	57,405	57,405	57,405	57,405	-	-	516,641
29	Average C&I Distribution Rate		0.2004	0.2004	0.2004	0.2004	0.1183	0.1183	0.1183	0.1183	0.1183	0.1392	0.2191	0.2191	
30	Lost C&I Revenue		\$ 11,504	\$ 11,504	\$ 11,504	\$ 11,504	\$ 6,791	\$ 6,791	\$ 6,791	\$ 6,791	\$ 6,791	\$ -	\$ -	\$ -	\$ 79,970
31	Monthly C&I Savings	-	-	-	-	-	-	-	-	-	-	(4,671)	-	-	(4,671)
32	Cumulative C&I Savings (2020)	20,201	20,201	20,201	20,201	20,201	20,201	20,201	20,201	20,201	20,201	15,530	15,530	15,530	228,398
33	Average C&I Distribution Rate		0.2004	0.2004	0.2004	0.2004	0.1183	0.1183	0.1183	0.1183	0.1183	0.1392	0.2191	0.2191	
34	Lost C&I Revenue		\$ 4,048	\$ 4,048	\$ 4,048	\$ 4,048	\$ 2,390	\$ 2,390	\$ 2,390	\$ 2,390	\$ 2,390	\$ 2,162	\$ 3,403	\$ 3,403	\$ 37,109
35	Monthly C&I Savings	-	-	210	1,254	32	-	339	557	888	1,415	30	250	11,493	16,468
36	Cumulative C&I Savings (2021)	-	-	210	1,464	1,495	1,495	1,835	2,391	3,280	4,695	4,724	4,975	16,468	43,031
37	Average C&I Distribution Rate		0.2004	0.2004	0.2004	0.2004	0.1183	0.1183	0.1183	0.1183	0.1392	0.2191	0.2191	0.2191	
38	Lost C&I Revenue		\$ -	\$ 42	\$ 293	\$ 300	\$ 177	\$ 217	\$ 283	\$ 388	\$ 555	\$ 658	\$ 1,090	\$ 3,608	\$ 7,611
39	Total Lost Revenue		\$ 44,703	\$ 45,417	\$ 47,548	\$ 47,831	\$ 38,378	\$ 39,252	\$ 40,010	\$ 39,835	\$ 40,216	\$ 13,130	\$ 17,743	\$ 19,367	433,430

Northern Utilities
 Lost Revenue Reconciliation
 2021

Line	Sector / Description	Unit	Prior	Actual Jan-21	Actual Feb-21	Actual Mar-21	Actual Apr-21	Actual May-21	Actual Jun-21	Actual Jul-21	Actual Aug-21	Actual Sep-21	Actual Oct-21	Actual Nov-21	Actual Dec-21	Total
1	RESIDENTIAL															
2	Beginning Balance - (Over)/Under	\$'s	\$	83,060	45,094	(448)	(40,386)	(44,771)	(39,846)	(21,380)	862	23,415	46,326	47,197	43,774	
3	COSTS															
4	Lost Distribution Revenue	\$'s	\$	29,151	29,823	31,703	31,979	29,020	29,855	30,546	30,266	30,480	10,311	13,251	12,356	308,740
5																
6	REVENUE															
7	Revenue Through Lost Revenue Rate	\$'s	\$	67,293	75,421	71,584	36,251	23,978	11,307	8,277	7,746	7,662	9,568	16,796	16,064	351,946
8																
9	(Over)/Under-Recovery (Exc interest)	\$'s	\$	44,918	(504)	(40,330)	(44,658)	(39,729)	(21,298)	890	23,382	46,233	47,069	43,652	40,066	
10																
11	INTEREST															
12	Average Monthly Balance		\$	63,989	22,295	(20,389)	(42,522)	(42,250)	(30,572)	(10,245)	12,122	34,824	46,697	45,425	41,920	
13	Interest Rate-WJS Prime Rate	Annual %		3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	Total
14	Days per Month			31	28	31	30	31	30	31	31	30	31	30	31	365
15	Computed Interest	\$'s	\$	177	56	(56)	(114)	(117)	(82)	(28)	33	93	129	121	116	\$ 328
16																
17	Ending Balance	\$'s	\$	45,094	(448)	(40,386)	(44,771)	(39,846)	(21,380)	862	23,415	46,326	47,197	43,774	40,182	
18	COMMERCIAL & INDUSTRIAL															
19	Beginning Balance - (Over)/Under	\$'s	\$	(13,578)	(19,244)	(26,453)	(32,583)	(30,477)	(31,904)	(30,003)	(28,468)	(26,138)	(23,520)	(28,954)	(29,554)	
20																
21	COSTS															
22	Lost Distribution Revenue	\$'s	\$	15,552	15,594	15,845	15,852	9,358	9,398	9,464	9,569	9,736	2,819	4,492	7,011	124,690
23																
24	REVENUE															
25	Revenue Through Lost Revenue Rate	\$'s	\$	21,173	22,747	21,894	13,662	10,698	7,414	7,848	7,163	7,053	8,181	5,014	3,764	136,611
26																
27	(Over)/Under-Recovery (Exc interest)	\$'s	\$	(19,198)	(26,397)	(32,502)	(30,393)	(31,818)	(29,920)	(28,388)	(26,062)	(23,454)	(28,882)	(29,476)	(26,308)	
28																
29	INTEREST															
30	Average Monthly Balance		\$	(16,388)	(22,820)	(29,478)	(31,488)	(31,148)	(30,912)	(29,195)	(27,265)	(24,796)	(26,201)	(29,215)	(27,931)	
31	Interest Rate-WJS Prime Rate	Annual %		3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	3.25%	Total
32	Days per Month			31	28	31	30	31	30	31	31	30	31	30	31	365
33	Computed Interest	\$'s	\$	(45)	(57)	(81)	(84)	(86)	(83)	(81)	(75)	(66)	(72)	(78)	(77)	\$ (886)
34																
35	Ending Balance	\$'s	\$	(19,244)	(26,453)	(32,583)	(30,477)	(31,904)	(30,003)	(28,468)	(26,138)	(23,520)	(28,954)	(29,554)	(26,385)	

Line 2/19: Prior period ending balance
 Lines 4/22: Page 1, Line 7/Page 1, Line 11
 Line 7/25: Accounting actual data
 Line 9: Line 2 + Line 4 - Line 7

Line 12: (Line 2+Line 9)/2
 Lines 13/31: Prime Rate
 Line 15: Line 12X(Line 13/# days per year)X Line 14
 Line 17: Line 9 + Line 15
 Line 27: Line 19+Line 22-Line 25
 Line 30: (Line 19+Line 27)/2
 Line 33: Line 30 X (Line 31/# days per year)X Line 32
 Line 35: Line 27 + Line 33

NORTHERN UTILITIES, INC. - NH
Gas Savings for LBR Calculation

PROGRAM YEAR 2021

	PLAN	ACTUAL	CAP		VARIANCE	
	Annual Therms	Annual Therms	PLAN @ 110% Therms	Cap minus Actual	Percent of Plan	
1. Residential Programs						
2. Home Energy Assistance	18,171	11,841				
3. EnergyStar Homes	14,945	12,760				
4. Home Performance w/EnergyStar	17,290	32,927				
5. EnergyStar Products	42,043	38,579				
6. Home Energy Reports	53,040	59,678				
7. Residential Financing	-	-				
8. Residential	145,489	155,786				
9.						
10. Commercial & Industrial Programs						
11. Large Business Energy Solutions	163,734	128,249				
12. Small Business Energy Solutions	58,697	69,366				
13. C&I Education	-	-				
14. Commercial & Industrial	222,431	197,615				
15.						
16. Total 2021 Portfolio	367,920	353,401	404,712	51,311	96%	

Monthly LBR Savings - 2021 Installations	Prior Year	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Total
		Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21		
17. Residential Programs															
18. Annualized Therms by Month		11,550	11,661	32,632	4,797	15,086	16,395	13,592	12,079	4,203	3,362	27,109	3,320	155,786	
19. Annualized Retirements by Month	2020 Savings	0	0	0	0	0	0	0	0	(17,586)	0	(12,936)	0	(17,456)	
20. Remove Therm Savings for Rate Case	2017, 2018, 2019 and 2020 (Note 2)	0	0	0	0	0	0	0	0	0	0	(406,981)	0	(406,981)	
21.															
22. Monthly Incremental	(L. 18 + L. 19 + L. 20) / 12	963	972	2,719	400	1,257	1,366	1,133	(459)	350	(34,713)	2,259	(1,178)	(24,931)	
23. Monthly Cumulative	Sum of L. 22 + Prior	<u>963</u>	<u>1,934</u>	<u>4,654</u>	<u>5,053</u>	<u>6,311</u>	<u>7,677</u>	<u>8,809</u>	<u>8,351</u>	<u>8,701</u>	<u>(26,012)</u>	<u>(23,753)</u>	<u>(24,931)</u>	<u>(22,245)</u>	
24. Monthly Cumulative including Prior	Sum of L. 23 + Prior	41,193	42,156	43,127	45,847	46,246	47,504	48,870	50,002	49,544	49,894	15,181	17,440	472,072	
25.															
26. Commercial & Industrial Programs															
27. Annualized Therms by Month		0	2,517	15,045	381	0	4,072	6,680	10,660	16,982	354	3,003	137,921	197,615	
28. Annualized Retirements by Month		0	0	0	0	0	0	0	0	0	0	0	0	0	
29. Remove Therm Savings for Rate Case	2017, 2018, 2019 and 2020 (Note 2)	0	0	0	0	0	0	0	0	0	0	(744,912)	0	(744,912)	
30.															
31. Monthly Incremental	(L. 27 + L. 28 + L. 29) / 12	0	210	1,254	32	0	339	557	888	1,415	(62,047)	250	11,493	(45,608)	
32. Monthly Cumulative	Sum of L. 31 + Prior	<u>0</u>	<u>210</u>	<u>1,464</u>	<u>1,495</u>	<u>1,495</u>	<u>1,835</u>	<u>2,391</u>	<u>3,280</u>	<u>4,695</u>	<u>(57,352)</u>	<u>(57,101)</u>	<u>(45,608)</u>	<u>(143,197)</u>	
33. Monthly Cumulative including Prior	Sum of L. 32 + Prior	77,606	77,606	77,815	79,069	79,101	79,101	79,440	79,997	80,885	82,300	20,254	20,504	788,070	

NOTES:

1. Equals Actuals divided by Plan. See Settlement in DE 15-137, at 5. "In each calendar year, for each utility, the savings for which lost revenue may be recovered will be capped at 110% of planned annual savings."
2. Effective October 1, 2021: 2017, 2018, 2019 and 2020 savings reflected in the test year were removed from the LBR calculation.

**Northern Utilities, Inc.
2020 Residential Installed Therm Savings
Savings Annualization for Rate Case**

Northern Utilities, Inc.
NHPUC Docket No. DE 17-136 (Copied to DE 20-092)
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Line	Description	2020												Annual Savings
		Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	
	Col. A	Col. C	Col. D	Col. E	Col. F	Col. G	Col. H	Col. I	Col. J	Col. K	Col. L	Col. M	Col. N	Col. O
1	Monthly Residential Therm Savings*	-	16,204	15,242	7,355	918	4,876	3,827	30,944	14,644	24,534	7,203	19,430	145,176
2														
3	Monthly Residential Therm Savings													
4	January 2020	-	-	-	-	-	-	-	-	-	-	-	-	-
5	February 2020		1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	1,350	14,853
6	March 2020			1,270	1,270	1,270	1,270	1,270	1,270	1,270	1,270	1,270	1,270	12,702
7	April 2020				613	613	613	613	613	613	613	613	613	5,516
8	May 2020					76	76	76	76	76	76	76	76	612
9	June 2020						406	406	406	406	406	406	406	2,844
10	July 2020							319	319	319	319	319	319	1,913
11	August 2020								2,579	2,579	2,579	2,579	2,579	12,893
12	September 2020									1,220	1,220	1,220	1,220	4,881
13	October 2020										2,044	2,044	2,044	6,133
14	November 2020											600	600	1,201
15	December 2020												1,619	1,619
16	Total 2020 Therm Savings Realized in 2020	-	1,350	2,621	3,233	3,310	3,716	4,035	6,614	7,834	9,879	10,479	12,098	65,169
17														
18	2020 Residential Therm Savings Realized in 2021	-	1,350	2,540	1,839	306	2,031	1,913	18,051	9,762	18,400	6,003	17,811	80,008

*Per DE 17-136 Northern Utilities, Inc 2020 Energy Efficiency Revised Annual Report filed on June 29, 2021 Page 1 of 18(Revised)

**Northern Utilities, Inc.
2020 C&I Installed Therm Savings Retired in 2021
Savings Annualization Retirements for Rate Case**

Line	Description	2020												Annual Savings
		Jan-21	Feb-21	Mar-21	Apr-21	May-21	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	
	Col. A	Col. C	Col. D	Col. E	Col. F	Col. G	Col. H	Col. I	Col. J	Col. K	Col. L	Col. M	Col. N	Col. O
19	Monthly Residential Therm Savings	-	-	-	-	-	-	-	(17,586)	-	(17,248)	-	(19,042)	(53,876)
20														
21	Monthly Residential Annualized Therm Savings													
22	January 2020	-	-	-	-	-	-	-	-	-	-	-	-	-
23	February 2020													
24	March 2020													
25	April 2020													
26	May 2020													
27	June 2020													
28	July 2020													
29	August 2020								(1,465)	(1,465)	(1,465)	(1,465)	(1,465)	(7,327)
30	September 2020									-	-	-	-	-
31	October 2020										(1,437)	(1,437)	(1,437)	(4,312)
32	November 2020											-	-	-
33	December 2020												(1,587)	(1,587)
34	Total 2020 Savings Realized in 2020 Removed October 1, 20:	-	-	-	-	-	-	-	(1,465)	(1,465)	(2,903)	(2,903)	(4,490)	(13,226)
35														
36	2020 Residential Therm Savings Realized in 2021	-	-	-	-	-	-	-	(10,258)	-	(12,936)	-	(17,456)	(40,650)

*Per DE 17-136 Northern Utilities, Inc 2020 Energy Efficiency Revised Annual Report filed on June 29, 2021 Page 1 of 18(Revised)

**Northern Utilities, Inc.
2020 C&I Installed Therm Savings
Savings Annualization for Rate Case**

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Line	Description	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	2020
		Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20	Annual Savings
	Col. A	Col. C	Col. D	Col. E	Col. F	Col. G	Col. H	Col. I	Col. J	Col. K	Col. L	Col. M	Col. N	Col. O
1	Monthly C&I Therm Savings*	10,885	3,916	3,966	2,324	14,685	4,167	494	783	7,393	13,748	34,019	146,033	242,412
2														
3	Monthly C&I Annualized Therm Savings													
4	January 2020	907	907	907	907	907	907	907	907	907	907	907	907	10,885
5	February 2020		326	326	326	326	326	326	326	326	326	326	326	3,590
6	March 2020			331	331	331	331	331	331	331	331	331	331	3,305
7	April 2020				194	194	194	194	194	194	194	194	194	1,743
8	May 2020					1,224	1,224	1,224	1,224	1,224	1,224	1,224	1,224	9,790
9	June 2020						347	347	347	347	347	347	347	2,431
10	July 2020							41	41	41	41	41	41	247
11	August 2020								65	65	65	65	65	326
12	September 2020									616	616	616	616	2,464
13	October 2020										1,146	1,146	1,146	3,437
14	November 2020											2,835	2,835	5,670
15	December 2020												12,169	12,169
16	Total 2020 C&I Therm Savings Realized in 2020	907	1,233	1,564	1,758	2,981	3,329	3,370	3,435	4,051	5,197	8,032	20,201	56,057
17														
18	2020 C&I Therm Savings Realized in 2021	-	326	661	581	4,895	1,736	247	457	4,929	10,311	28,349	133,864	186,355

*Per DE 17-136 Northern Utilities, Inc 2020 Energy Efficiency Revised Annual Report filed on June 29, 2021 Page 1 of 18(Revised)

Northern Utilities, Inc.
2021 Summary of Average Distribution Rate for Lost Revenue
Calculation of Average Distribution Rate for Lost Revenue (Summary)
Based on Actual Billing Determinants at Current Distribution Rates

January - April 2021

	(1)	(2)	(3)=(1)X(2)
	Total Volumetric Revenue	Total Annual therms	Average Distribution Rate \$/therm
1 R-5	\$7,598,545	10,980,557	\$0.6920
2 R-10	\$201,656	291,410	\$0.6920
3 R-6	\$75,256	116,316	\$0.6470
4 Total Residential Service	\$7,875,457	11,388,282	\$0.6915
5 G-40	\$1,232,778	6,610,070	\$0.1865
6 G-50	\$118,898	637,522	\$0.1865
7 G-41	\$2,090,690	8,621,400	\$0.2425
8 G-51	\$316,225	1,998,314	\$0.1582
9 G-42	\$497,157	2,505,830	\$0.1984
10 G-52	\$1,051,996	6,116,257	\$0.1720
11 Total General Service	\$5,307,743	26,489,394	\$0.2004
12 Total Company	\$13,183,200	37,877,676	

May - September 2021

	(1)	(2)	(3)=(1)X(2)
	Total Volumetric Revenue	Total Annual therms	Average Distribution Rate \$/therm
R-5	\$1,554,220	2,548,319	\$0.6099
R-10	\$38,132	62,521	\$0.6099
R-6	\$44,513	68,799	\$0.6470
Total Residential Service	\$1,636,864	2,679,639	\$0.6109
G-40	\$206,015	1,104,638	\$0.1865
G-50	\$124,275	666,355	\$0.1865
G-41	\$380,701	2,008,975	\$0.1895
G-51	\$203,422	1,620,177	\$0.1256
G-42	\$107,607	892,264	\$0.1206
G-52	\$562,344	7,100,299	\$0.0792
Total General Service	\$1,584,364	13,392,708	\$0.1183
Total Company	\$3,221,229	16,072,347	

October 2021

	(1)	(2)	(3)=(1)X(2)
	Total Volumetric Revenue	Total Annual therms	Average Distribution Rate \$/therm
17 R-5	\$281,681	415,336	\$0.6782
18 R-10	\$5,568	8,210	\$0.6782
19 R-6	\$8,088	11,308	\$0.7153
20 Total Residential Service	\$295,337	434,854	\$0.6792
21 G-40	\$35,923	171,882	\$0.2090
22 G-50	\$26,084	124,802	\$0.2090
23 G-41	\$86,069	405,984	\$0.2120
24 G-51	\$49,363	334,672	\$0.1475
25 G-42	\$41,495	289,972	\$0.1431
26 G-52	\$146,741	1,442,883	\$0.1017
27 Total General Service	\$385,675	2,770,196	\$0.1392
28 Total Company	\$681,012	3,205,050	

November - December 2021

	(1)	(2)	(3)=(1)X(2)
	Total Volumetric Revenue	Total Annual therms	Average Distribution Rate \$/therm
R-5	\$2,649,587	3,484,923	\$0.7603
R-10	\$55,180	72,576	\$0.7603
R-6	\$30,481	42,613	\$0.7153
Total Residential Service	\$2,735,248	3,600,112	\$0.7598
G-40	\$415,087	1,986,064	\$0.2090
G-50	\$59,683	285,564	\$0.2090
G-41	\$773,709	2,919,656	\$0.2650
G-51	\$163,087	899,034	\$0.1814
G-42	\$264,093	1,195,530	\$0.2209
G-52	\$626,493	3,221,044	\$0.1945
Total General Service	\$2,302,152	10,506,892	\$0.2191
Total Company	\$5,037,399	14,107,004	

Total Company CY 2020 **\$22,122,840** **71,262,076**

29
30

Northern Utilities, Inc.
2021 Summary of Average Distribution Rate for Lost Revenue
Calculation of Average Distribution Rate for Lost Revenue (Detail)

Jan - April 2021	(1)	(2)	(3)=(1)X(2)	(4) Winter - January - April 2021					(5)	(6) = (4) X (5)	(7) Summer - May - September 2021					(8)	(9) = (7) X (8)	(9) Summer - October 2021					(10)	(9) = (7) X (8)
	Number of	Customer Charge Effective Jan - Apr	Calculated Customer	Billing Determinants		Winter Distribution Rates			Calculated Winter Distribution	Revenue	Billing Determinants		Summer Distribution Rates			Calculated Summer Distribution	Billing Determinants		Summer Distribution Rates			Calculated Summer Distribution		
				First	Excess	First	Excess	First			Excess	First	Excess	First	Excess		First	Excess						
				Therms	Therms	Therms \$/thm	Therms \$/thm	Revenue		Therms	Therms	Therms \$/thm	Therms \$/thm	Revenue		Therms	Therms	Therms \$/thm	Therms \$/thm	Revenue				
R-5 Residential, Heating	101,095	\$22.20	\$2,244,301	4,564,402	6,416,155	\$ 0.6920	\$ 0.6920	\$7,598,545		2,241,762	306,557	\$ 0.6099	\$ 0.6099	\$1,554,220		394,573	20,763	\$ 0.6782	\$ 0.6782	\$281,681				
R-10 Residential Heating, Low Income	2,326	\$12.21	\$28,402	143,732	147,677	\$ 0.6920	\$ 0.6920	\$201,656		54,975	7,547	\$ 0.6099	\$ 0.6099	\$38,132		7,982	228	\$ 0.6782	\$ 0.6782	\$5,568				
R-6 Residential, Non-Heating	5,131	\$22.20	\$113,915	36,071	80,245	\$ 0.6470	\$ 0.6470	\$75,256		42,007	26,792	\$ 0.6470	\$ 0.6470	\$44,513		7,992	3,315	\$ 0.7153	\$ 0.7153	\$8,088				
Total Residential Service	108,552		\$2,386,618	4,744,205	6,644,077			\$7,875,457		2,338,744	340,895			\$1,636,864		410,547	24,307			\$295,337				
G-40 Low Annual, High Winter Use	18,581	\$75.09	\$1,395,221	1,377,171	5,232,899	\$ 0.1865	\$ 0.1865	\$1,232,778		578,575	526,063	\$ 0.1865	\$ 0.1865	\$206,015		105,826	66,055	\$ 0.2090	\$ 0.2090	\$35,923				
G-50 Low Annual, Low Winter Use	2,964	\$75.09	\$222,564	154,152	483,370	\$ 0.1865	\$ 0.1865	\$118,898		191,684	474,672	\$ 0.1865	\$ 0.1865	\$124,275		38,039	86,764	\$ 0.2090	\$ 0.2090	\$26,084				
G-41 Medium Annual, High Winter Us	1,791	\$222.64	\$398,767	8,621,400	0	\$ 0.2425	\$2,090,690		2,008,975	0	\$ 0.1895	\$ 0.1895	\$380,701		405,984	0	\$ 0.2120		\$86,069					
G-51 Medium Annual, Low Winter Us	604	\$222.64	\$134,564	1,171,260	827,054	\$ 0.1712	\$ 0.1399	\$316,225		1,092,367	527,810	\$ 0.1337	\$ 0.1087	\$203,422		218,148	116,524	\$ 0.1562	\$ 0.1312	\$49,363				
G-42 High Annual, High Winter Use	50	\$1,335.81	\$66,791	2,505,830	0	\$ 0.1984	\$497,157		892,264	0	\$ 0.1206		\$107,607		289,972	0	\$ 0.1431		\$41,495					
G-52 High Annual, Low Winter Use	9	\$1,335.81	\$11,533	6,116,257	0	\$ 0.1720	\$1,051,996		7,100,299	0	\$ 0.0792		\$562,344		1,442,883	0	\$ 0.1017		\$146,741					
Total General Service	23,999		\$2,229,438	19,946,070	6,543,323			\$5,307,743		11,864,164	1,528,544			\$1,584,364		2,500,853	269,343			\$385,675				
Total Company	132,551		\$4,616,055	24,690,276	13,187,400			\$13,183,200		14,202,908	1,869,440			\$3,221,229		2,911,400	293,650			\$681,012				

Calculation of Average Distribution Rate for Lost Revenue (Detail)																								
May - October 2021	(1)	(2)	(3)=(1)X(2)	(4) Winter - November - December 2021					(5)	(6) = (4) X (5)	(7) Summer - May - September 2021					(8)	(9) = (7) X (8)	(9) Summer - October 2021					(10)	(9) = (7) X (8)
	Number of	Customer Charge	Calculated Customer	Billing Determinants		Winter Distribution Rates			Calculated Winter Distribution	Revenue	Billing Determinants		Summer Distribution Rates			Calculated Summer Distribution	Billing Determinants		Summer Distribution Rates			Calculated Summer Distribution		
				First	Excess	First	Excess	First			Excess	First	Excess	First	Excess		First	Excess						
				Therms	Therms	Therms \$/thm	Therms \$/thm	Revenue		Therms	Therms	Therms \$/thm	Therms \$/thm	Revenue		Therms	Therms	Therms \$/thm	Therms \$/thm	Revenue				
R-5 Residential, Heating	153,140	\$22.20	\$3,399,711	2,001,844	1,483,079	\$ 0.7603	\$ 0.7603	\$2,649,587																
R-10 Residential Heating, Low Income	4,211	\$8.88	\$37,393	46,271	26,305	\$ 0.7603	\$ 0.7603	\$55,180																
R-6 Residential, Non-Heating	8,056	\$22.20	\$178,850	17,695	24,912	\$ 0.7153	\$ 0.7153	\$30,481																
Total Residential Service	165,407		\$3,615,954	2,065,811	1,534,301			\$2,735,248																
G-40 Low Annual, High Winter Use	32,685	\$75.09	\$2,454,313	575,972	1,410,091	\$ 0.2090	\$ 0.2090	\$415,087																
G-50 Low Annual, Low Winter Use	5,540	\$75.09	\$415,983	76,344	209,220	\$ 0.2090	\$ 0.2090	\$59,683																
G-41 Medium Annual, High Winter Us	6,117	\$222.64	\$1,361,949	2,919,656	0	\$ 0.2650	\$773,709																	
G-51 Medium Annual, Low Winter Us	2,419	\$222.64	\$538,670	545,812	353,222	\$ 0.1937	\$ 0.1624	\$163,087																
G-42 High Annual, High Winter Use	341	\$1,335.81	\$456,179	1,195,530	0	\$ 0.2209	\$264,093																	
G-52 High Annual, Low Winter Use	377	\$1,335.81	\$503,200	3,221,044	0	\$ 0.1945	\$626,493																	
Total General Service	47,480		\$5,730,294	8,534,358	1,972,533			\$2,302,152																
Total Company	212,887		\$9,346,248	10,600,169	3,506,834			\$5,037,399																

Calculation of Average Distribution Rate for Lost Revenue 2021 (Summary)																					
November - December 2021	(1)	(2)	(3)=(1)X(2)	(1)=(3)				(2) = (6) + (9)				(3)=(1)+(2)				(4)=(4)+(7)					
	Number of	Customer Charge	Calculated Customer	Total Calculated Customer Charge	Total Volumetric Revenue	Total Distribution Revenue	Total Annual Therms	Total Calculated Customer Charge	Total Volumetric Revenue	Total Distribution Revenue	Total Annual Therms	Total Calculated Customer Charge	Total Volumetric Revenue	Total Distribution Revenue	Total Annual Therms	Total Calculated Customer Charge	Total Volumetric Revenue	Total Distribution Revenue	Total Annual Therms		
R-5 Residential, Heating	52,291	\$22.20	\$1,160,854	\$5,644,012	\$12,084,033	\$17,728,045	17,429,135	\$5,644,012	\$12,084,033	\$17,728,045	17,429,135	\$5,644,012	\$12,084,033	\$17,728,045	17,429,135	\$5,644,012	\$12,084,033	\$17,728,045	17,429,135		
R-10 Residential Heating, Low Income	1,954	\$12.21	\$23,857	\$65,795	\$300,535	\$366,330	434,717	\$65,795	\$300,535	\$366,330	434,717	\$65,795	\$300,535	\$366,330	434,717	\$65,795	\$300,535	\$366,330	434,717		
R-6 Residential, Non-Heating	2,589	\$22.20	\$57,471	\$292,765	\$158,338	\$451,103	239,035	\$292,765	\$158,338	\$451,103	239,035	\$292,765	\$158,338	\$451,103	239,035	\$292,765	\$158,338	\$451,103	239,035		
Total Residential Service	56,833		\$1,242,182	\$6,002,571	\$12,542,907	\$18,545,478	18,102,887	\$6,002,571	\$12,542,907	\$18,545,478	18,102,887	\$6,002,571	\$12,542,907	\$18,545,478	18,102,887	\$6,002,571	\$12,542,907	\$18,545,478	18,102,887		
G-40 Low Annual, High Winter Use	9,262	\$75.09	\$695,501	\$3,849,533	\$1,889,804	\$5,739,337	9,872,653	\$3,849,533	\$1,889,804	\$5,739,337	9,872,653	\$3,849,533	\$1,889,804	\$5,739,337	9,872,653	\$3,849,533	\$1,889,804	\$5,739,337	9,872,653		
G-50 Low Annual, Low Winter Use	1,484	\$75.09	\$111,431	\$638,547	\$328,940	\$967,486	1,714,243	\$638,547	\$328,940	\$967,486	1,714,243	\$638,547	\$328,940	\$967,486	1,714,243	\$638,547	\$328,940	\$967,486	1,714,243		
G-41 Medium Annual, High Winter Us	833	\$222.64	\$185,400	\$1,760,716	\$3,331,168	\$5,091,884	13,956,015	\$1,760,716	\$3,331,168	\$5,091,884	13,956,015	\$1,760,716	\$3,331,168	\$5,091,884	13,956,015	\$1,760,716	\$3,331,168	\$5,091,884	13,956,015		
G-51 Medium Annual, Low Winter Us	294	\$222.64	\$65,493	\$673,234	\$732,097	\$1,405,331	4,852,197	\$673,234	\$732,097	\$1,405,331	4,852,197	\$673,234	\$732,097	\$1,405,331	4,852,197	\$673,234	\$732,097	\$1,405,331	4,852,197		
G-42 High Annual, High Winter Use	21	\$1,335.81	\$28,052	\$522,970	\$910,351	\$1,433,321	4,883,597	\$522,970	\$910,351	\$1,433,321	4,883,597	\$522,970	\$910,351	\$1,433,321	4,883,597	\$522,970	\$910,351	\$1,433,321	4,883,597		
G-52 High Annual, Low Winter Use	5	\$1,335.81	\$7,169	\$514,732	\$2,387,574	\$2,902,306	17,880,483	\$514,732	\$2,387,574	\$2,902,306	17,880,483	\$514,732	\$2,387,574	\$2,902,306	17,880,483	\$514,732	\$2,387,574	\$2,902,306	17,880,483		
Total General Service	11,899		\$1,093,046	\$7,959,732	\$9,579,933	\$17,539,665	53,159,189	\$7,959,732	\$9,579,933	\$17,539,665	53,159,189	\$7,959,732	\$9,579,933	\$17,539,665	53,159,189	\$7,959,732	\$9,579,933	\$17,539,665	53,159,189		
Total Company	68,733		\$2,335,228	\$13,962,303	\$22,122,840	\$36,085,143	71,262,076	\$13,962,303	\$22,122,840	\$36,085,143	71,262,076	\$13,962,303	\$22,122,840	\$36,085,143	71,262,076	\$13,962,303	\$22,122,840	\$36,085,143	71,262,076		

Notes:
 Column (1), Column (4), Column (7) & Column (9): 2021 actual billing determinants.
 Column (2), Column (5) and Column (8): Winter distribution rates effective November 1, 2020 & November 1, 2021. Summer distribution rates effective May 1, 2021. Column (10) Summer distribution rates effective October 1, 2021.

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

APPROVED

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

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

APPROVED

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

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

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

APPROVED

APPROVED

LOCAL DELIVERY ADJUSTMENT CLAUSE (Winter Season)

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

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

COST OF GAS ADJUSTMENT CLAUSE (Winter Season)

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

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

Season
 Winter

APPROVED

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

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

CONVERSION RATE (Winter Season)

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

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

Supplier Balancing Charge

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

Peaking Service Demand Charge

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

Supplier Services and Associated Fees

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

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

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

Meter Read Charge

When customer's phone line is not reporting daily data	\$78.00	per read
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R5	Residential Heat Rate
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This rate is for residential customers heating with gas.

Effective: May 1, 2021

	Customer Charge	\$22.20	per meter per month
	Distribution Rate	First 50 therms @	\$0.6099 per therm
	Distribution Rate	Excess 50 therms @	\$0.6099 per therm
	Distribution Adjustment Rate	All therms @	\$0.1099 per therm
Supplier Service			
	Cost of Gas	\$0.4970	per therm

R6	Residential Non-Heat Rate
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This rate is for residential customers not heating with gas.

Effective: May 1, 2021

	Customer Charge	\$22.20	per meter per month
	Distribution Rate	First 10 therms @	\$0.6470 per therm
	Distribution Rate	Excess 10 therms @	\$0.6470 per therm
	Local Delivery Adjustment Charge	All therms @	\$0.1099 per therm
Supplier Service			
	Cost of Gas	\$0.4970	per therm

R10 Residential Low Income Heat Rate

This rate is for income-eligible residential customers heating with gas.

Effective: May 1, 2021

Customer Charge		\$22.20	per meter per month
Distribution Rate	First 50 therms @	\$0.6099	per therm
Distribution Rate	Excess 50 therms @	\$0.6099	per therm
Local Delivery Adjustment Charge	All therms @	\$0.1099	per therm
Supplier Service			
Cost of Gas		\$0.4970	per therm
45% Low Income Heat Rate Discount - Applicable to Winter Season Only			
Customer Charge		\$0.00	per meter per month
Distribution Rate	First 50 therms @	\$0.0000	per therm
Distribution Rate	Excess 50 therms @	\$0.0000	per therm
Local Delivery Adjustment Charge¹	All therms @	\$0.0000	per therm
Supplier Service			
Cost of Gas		\$0.0000	per therm

¹Low Income Heat Rate discount does not apply to Local Delivery Adjustment Charge.

Glossary of Terms & Definitions

Delivery Charges

CCF: the basic measurement of the gas you used. Natural gas is measured by volume. One ccf equals one hundred cubic feet of gas.

Competitive Supplier Charge: The charge for gas you purchased from a competitive supplier.

Cost of Gas: The cost of the natural gas we supply to you, if you have not chosen another supplier. This charge includes the cost we pay for the gas, the cost of interstate transportation, and our cost of storing the gas.

Customer Charge: The costs of providing services such as metering, billing and account maintenance. These are fixed costs and are not affected by the amount of natural gas you use.

Distribution Charge: The cost of delivering natural gas through our pipes to your home or business. It includes our investment in, and maintenance of, the pipe and other equipment that makes gas delivery possible.

Local Delivery Adjustment Charge: The costs of environmental, energy efficiency, and low income assistance programs.

Therm: the basic measurement of the heat content of the gas you used. We bill you on the number of therms of natural gas used. The therm factor converts the volume of gas used from ccf to therms. One therm equals 100,000 BTUs (British Thermal Units).

Terms of Payment: The charges for gas service are net, billed monthly and are due and payable upon receipt. A late payment charge at a rate determined by the NH PUC will be assessed from the date of the bill on balances not paid within thirty days. When bills are paid by remittance through the mail, the postmark on the envelope shall be the date of payment.

Typical Rate Change Dates:

Distribution Adjustment - November 1

Gas Cost Adjustment - May 1 and November 1

Additional Information

If you have any questions about our charges, please contact our Customer Service Department by calling toll-free at **1-888-301-7700**. Questions may also be addressed to the New Hampshire Public Utilities Commission (NH PUC) toll-free at **1-800-852-3793**.

G40
Low Annual - High Winter Use Rates

This rate is for customers with annual gas usage up to 8,000 therms/year and winter usage greater than 67% of annual usage

Effective: May 1, 2021

Customer Charge		\$75.09	per meter per month
Distribution Rate	First 75 therms @	\$0.1865	per therm
Distribution Rate	Excess 75 therms @	\$0.1865	per therm
Local Delivery Adjustment Charge	All therms @	\$0.0472	per therm
Supplier Service (Choice of one)			
Unitil Cost of Gas Charge*		\$0.5291	per therm
Competitive Supplier Charge	<i>Charges established by your competitive supplier</i>		

* Customers have the right to choose a competitive supplier. If a customer does not choose a competitive supplier, Unitil shall supply gas to the customer at the cost of gas charge.

G41
Medium Annual - High Winter Use Rates

This rate is for customers with annual gas usage between 8,001 and 80,000 therms/year and winter usage greater than 67% of annual usage

Effective: May 1, 2021

Customer Charge		\$222.64	per meter per month
Distribution Rate	All therms @	\$0.1895	per therm
Local Delivery Adjustment Charge	All therms @	\$0.0472	per therm
Supplier Service (Choice of one)			
Unitil Cost of Gas Charge*		\$0.5291	per therm
Competitive Supplier Charge	<i>Charges established by your competitive supplier</i>		

* Customers have the right to choose a competitive supplier. If a customer does not choose a competitive supplier, Unitil shall supply gas to the customer at the cost of gas charge.

G42
High Annual - High Winter Use Rates

This rate is for customers with annual gas usage greater than 80,000 therms/year and winter usage greater than 67% of annual usage

Effective: May 1, 2021

Customer Charge		\$1,335.81	per meter per month
Distribution Rate	All therms @	\$0.1206	per therm
Local Delivery Adjustment Charge	All therms @	\$0.0472	per therm
Supplier Service (Choice of one)			
Until Cost of Gas Charge*		\$0.5291	per therm
Competitive Supplier Charge	<i>Charges established by your competitive supplier</i>		

* Customers have the right to choose a competitive supplier. If a customer does not choose a competitive supplier, Unitil shall supply gas to the customer at the cost of gas charge.

G50
Low Annual - Low Winter Use Rates

This rate is for customers with annual gas usage up to 8,000 therms/year and winter usage less than 67% of annual usage

Effective: May 1, 2021

Customer Charge		\$75.09	per meter per month
Distribution Rate	First 75 therms @	\$0.1865	per therm
Distribution Rate	Excess 75 therms @	\$0.1865	per therm
Local Delivery Adjustment Charge	All therms @	\$0.0472	per therm
Supplier Service (Choice of one)			
Until Cost of Gas Charge*		\$0.4501	per therm
Competitive Supplier Charge	<i>Charges established by your competitive supplier</i>		

* Customers have the right to choose a competitive supplier. If a customer does not choose a competitive supplier, Unitil shall supply gas to the customer at the cost of gas charge.

G51

Medium Annual - Low Winter Use Rates

This rate is for customers with annual gas usage between 8,001 and 80,000 therms/year and winter usage less than 67% of annual usage

Effective: May 1, 2021

Customer Charge		\$222.64	per meter per month
Distribution Rate	First 1,000 Therms @	\$0.1337	per therm
Distribution Rate	Excess 1,000 Therms @	\$0.1087	per therm
Local Delivery Adjustment Charge	All therms @	\$0.0472	per therm
Supplier Service (Choice of one)			
Until Cost of Gas Charge*		\$0.4501	per therm
Competitive Supplier Charge	<i>Charges established by your competitive supplier</i>		

* Customers have the right to choose a competitive supplier. If a customer does not choose a competitive supplier, Unitil shall supply gas to the customer at the cost of gas charge.

G52

High Annual - Low Winter Use Rates

This rate is for customers with annual gas usage greater than 80,000 therms/year and winter usage less than 67% of annual usage

Effective: May 1, 2021

Customer Charge		\$1,335.81	per meter per month
Distribution Rate	All therms @	\$0.0792	per therm
Local Delivery Adjustment Charge	All therms @	\$0.0472	per therm
Supplier Service (Choice of one)			
Until Cost of Gas Charge*		\$0.4501	per therm
Competitive Supplier Charge	<i>Charges established by your competitive supplier</i>		

* Customers have the right to choose a competitive supplier. If a customer does not choose a competitive supplier, Unitil shall supply gas to the customer at the cost of gas charge.

Glossary of Terms & Definitions

Delivery Charges

CCF: the basic measurement of the gas you used. Natural gas is measured by volume. One ccf equals one hundred cubic feet of gas.

Competitive Supplier Charge: The charge for gas you purchased from a competitive supplier.

Cost of Gas: The cost of the natural gas we supply to you, if you have not chosen another supplier. This charge includes the cost we pay for the gas, the cost of interstate transportation, and our cost of storing the gas.

Customer Charge: The costs of providing services such as metering, billing and account maintenance. These are fixed costs and are not affected by the amount of natural gas you use.

Distribution Charge: The cost of delivering natural gas through our pipes to your home or business. It includes our investment in, and maintenance of, the pipe and other equipment that makes gas delivery possible.

Local Delivery Adjustment Charge: The costs of environmental, energy efficiency, and low income assistance programs.

Residential Low Income Heat Rate: Customers enrolled in the Gas Assistance Program receive a 45% discount on distribution and gas supply rates from November through April. This discount will apply to all customers enrolled in the Gas Assistance Program. Discount does not apply to Local Delivery Adjustment Charge and is not in effect May through October.

Therm: the basic measurement of the heat content of the gas you used. We bill you on the number of therms of natural gas used. The therm factor converts the volume of gas used from ccf to therms. One therm equals 100,000 BTUs (British Thermal Units).

Terms of Payment: The charges for gas service are net, billed monthly and are due and payable upon receipt. A late payment charge shall be assessed at a rate of one percent per month or fraction thereof from the date of the bill on balances not paid within thirty days. When bills are paid by remittance through the mail, the postmark on the envelope shall be the date of payment.

Typical Rate Change Dates:

Distribution Adjustment - November 1

Gas Cost Adjustment - May 1 and November 1

Additional Information

If you have any questions about our charges, please contact our Customer Service Department by calling toll-free at **1-888-301-7700**. Questions may also be addressed to the New Hampshire Public Utilities Commission (NH PUC) toll-free at **1-800-852-3793**.

Northern Utilities - NH
 Summary of Rates: Summer Season
 Delivery Service and Supply Charges
 Effective: October 1, 2021

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Service	Summer Rates Blocks	DELIVERY CHARGES			GAS SUPPLY CHARGES		Total Incl. COG
		Customer Charge	Distribution Charge	Local Delivery Adjustment Charge (LDAC) ⁽¹⁾	Total Delivery	COG ⁽¹⁾	
Residential Heat R-5	Customer Charge	\$22.20			\$22.20		\$22.20
	First 50 therms		\$0.6782	\$0.1099	\$0.7881	\$0.5398	\$1.3279
	Excess 50 therms		\$0.6782	\$0.1099	\$0.7881	\$0.5398	\$1.3279
Residential Low Income Heat R-10	Customer Charge	\$22.20			\$22.20		\$22.20
	First 50 therms		\$0.6782	\$0.1099	\$0.7881	\$0.5398	\$1.3279
	Excess 50 therms		\$0.6782	\$0.1099	\$0.7881	\$0.5398	\$1.3279
	<u>Winter Only Low Income Discount</u> Monthly Customer Charge	\$0.00			\$0.00		\$0.00
	First 50 therms		\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000
Excess 50 therms		\$0.0000	\$0.0000	\$0.0000	\$0.0000	\$0.0000	
Residential NonHeat R-6	Customer Charge	\$22.20			\$22.20		\$22.20
	First 10 therms		\$0.7153	\$0.1099	\$0.8252	\$0.5398	\$1.3650
	Excess 10 therms		\$0.7153	\$0.1099	\$0.8252	\$0.5398	\$1.3650
General Service Low Annual, High Winter Use⁽²⁾ G-40 Less than or equal to 8,000 Therms/Yr.	Customer Charge	\$75.09			\$75.09		\$75.09
	First 75 therms		\$0.2090	\$0.0472	\$0.2562	\$0.5719	\$0.8281
	Excess 75 therms		\$0.2090	\$0.0472	\$0.2562	\$0.5719	\$0.8281
General Service Low Annual, Low Winter Use⁽²⁾ G-50 Less than or equal to 8,000 Therms/Yr.	Customer Charge	\$75.09			\$75.09		\$75.09
	First 75 therms		\$0.2090	\$0.0472	\$0.2562	\$0.4929	\$0.7491
	Excess 75 therms		\$0.2090	\$0.0472	\$0.2562	\$0.4929	\$0.7491
General Service Medium Annual, High Winter Use⁽²⁾ G-41 Greater than 8,000 but less than or equal to 80,000 Therms/Yr.	Customer Charge	\$222.64			\$222.64		\$222.64
	All Therms		\$0.2120	\$0.0472	\$0.2592	\$0.5719	\$0.8311
General Service Medium Annual, Low Winter Use⁽²⁾ G-51 Greater than 8,000 but less than or equal to 80,000 Therms/Yr.	Customer Charge	\$222.64			\$222.64		\$222.64
	First 1,000 Therms		\$0.1562	\$0.0472	\$0.2034	\$0.4929	\$0.6963
	Excess 1,000 Therms		\$0.1312	\$0.0472	\$0.1784	\$0.4929	\$0.6713
General Service High Annual, High Winter Use⁽²⁾ G-42 Greater than 80,000 Therms/Yr.	Customer Charge	\$1,335.81			\$1,335.81		\$1,335.81
	All Therms		\$0.1431	\$0.0472	\$0.1903	\$0.5719	\$0.7622
General Service High Annual, Low Winter Use⁽²⁾ G-52 Greater than 80,000 Therms/Yr.	Customer Charge	\$1,335.81			\$1,335.81		\$1,335.81
	All Therms		\$0.1017	\$0.0472	\$0.1489	\$0.4929	\$0.6418

Northern Utilities - NH
 Summary of Rates: Summer Season
 Delivery Service and Supply Charges
 Effective: October 1, 2021

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Service	Summer Rates Blocks	DELIVERY CHARGES			GAS SUPPLY CHARGES		Total Incl. COG
		Customer Charge	Distribution Charge	Local Delivery Adjustment Charge (LDAC) ⁽¹⁾	Total Delivery	COG ⁽¹⁾	
General Service Interruptible Transportation IT Greater than 80,000 Therms/Yr.	Customer Charge	\$170.21			\$170.21		\$170.21
	First 20,000 therms		\$0.0407		\$0.0407		\$0.0407
	Excess 20,000 therms		\$0.0347		\$0.0347		\$0.0347
General Service Interruptible Stand-by Gas Supply ISGS	All Therms		marginal plus	<\$0.05		variable	

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

Northern Utilities - NH
 Summary of LDAC/COG Components: Summer Season
 Effective: October 1, 2021

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LOCAL DELIVERY ADJUSTMENT CLAUSE (Summer Season)

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

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

COST OF GAS ADJUSTMENT CLAUSE (Summer Season)

Service	Demand Cost of Gas	Commodity Cost of Gas	Reconciliation Costs	Working Capital	Bad Debt	Production & Storage Cap	Misc. Overhead	Demand Supplier Refund	Commodity Supplier Refund	Total COG
Applies to the following Rate Classes R-5, R-6, R-10	\$0.1458	\$0.3673	\$0.0122	(\$0.0007)	\$0.0017	\$0.0000	\$0.0135	\$0.0000	\$0.0000	\$0.5398
G-40, G-41, G-42	\$0.1780	\$0.3672	\$0.0122	(\$0.0007)	\$0.0017	\$0.0000	\$0.0135	\$0.0000	\$0.0000	\$0.5719
G-50, G-51, G-52	\$0.0990	\$0.3672	\$0.0122	(\$0.0007)	\$0.0017	\$0.0000	\$0.0135	\$0.0000	\$0.0000	\$0.4929

Northern Utilities - NH
 Delivery Service Miscellaneous Fees: Summer Period
 Effective: October 1, 2021
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Applies to the following Rate Classes (\$ per therm)	Re-entry Rate
G-40, G-41, G-42, G-50, G-51, G-52	\$0.0011

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

CONVERSION RATE (Summer Season)

Applies to the following Rate Classes (\$ per therm)	Conversion Rate
G-40, G-41, G-42	\$0.0011
G-50, G-51, G-52	\$0.0011

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

Supplier Balancing Charge

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

Peaking Service Demand Charge

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

Supplier Services and Associated Fees

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

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

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

Meter Read Charge

When customer's phone line is not reporting daily data	\$78.00	per read
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Northern Utilities - NH
 Summary of Rates: Winter Season
 Delivery Service and Supply Charges
 Effective: November 1, 2021

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Service	Winter Rates Blocks	DELIVERY CHARGES			GAS SUPPLY CHARGES		Total Incl. COG
		Customer Charge	Distribution Charge	Local Delivery Adjustment Charge (LDAC) ⁽¹⁾	Total Delivery	COG ⁽¹⁾	
Residential Heat R-5	Customer Charge	\$22.20			\$22.20		\$22.20
	First 50 therms		\$0.7603	\$0.0631	\$0.8234	\$0.9392	\$1.7626
	Excess 50 therms		\$0.7603	\$0.0631	\$0.8234	\$0.9392	\$1.7626
Residential Low Income Heat R-10	Customer Charge	\$22.20			\$22.20		\$22.20
	First 50 therms		\$0.7603	\$0.0631	\$0.8234	\$0.9392	\$1.7626
	Excess 50 therms		\$0.7603	\$0.0631	\$0.8234	\$0.9392	\$1.7626
	45% Low Income Discount Monthly Customer Charge	(\$9.99)			(\$9.99)		(\$9.99)
	First 50 therms		(\$0.3421)	\$0.0000	(\$0.3421)	(\$0.4226)	(\$0.7647)
Excess 50 therms		(\$0.3421)	\$0.0000	(\$0.3421)	(\$0.4226)	(\$0.7647)	
Residential NonHeat R-6	Customer Charge	\$22.20			\$22.20		\$22.20
	First 10 therms		\$0.7153	\$0.0631	\$0.7784	\$0.9392	\$1.7176
	Excess 10 therms		\$0.7153	\$0.0631	\$0.7784	\$0.9392	\$1.7176
General Service Low Annual, High Winter Use⁽²⁾ G-40 Less than or equal to 8,000 Therms/Yr.	Customer Charge	\$75.09			\$75.09		\$75.09
	First 75 therms		\$0.2090	\$0.0360	\$0.2450	\$0.9551	\$1.2001
	Excess 75 therms		\$0.2090	\$0.0360	\$0.2450	\$0.9551	\$1.2001
General Service Low Annual, Low Winter Use⁽²⁾ G-50 Less than or equal to 8,000 Therms/Yr.	Customer Charge	\$75.09			\$75.09		\$75.09
	First 75 therms		\$0.2090	\$0.0360	\$0.2450	\$0.8453	\$1.0903
	Excess 75 therms		\$0.2090	\$0.0360	\$0.2450	\$0.8453	\$1.0903
General Service Medium Annual, High Winter Use⁽²⁾ G-41 Greater than 8,000 but less than or equal to 80,000 Therms/Yr.	Customer Charge	\$222.64			\$222.64		\$222.64
	All Therms		\$0.2650	\$0.0360	\$0.3010	\$0.9551	\$1.2561
General Service Medium Annual, Low Winter Use⁽²⁾ G-51 Greater than 8,000 but less than or equal to 80,000 Therms/Yr.	Customer Charge	\$222.64			\$222.64		\$222.64
	First 1,300 Therms		\$0.1937	\$0.0360	\$0.2297	\$0.8453	\$1.0750
	Excess 1,300 Therms		\$0.1624	\$0.0360	\$0.1984	\$0.8453	\$1.0437
General Service High Annual, High Winter Use⁽²⁾ G-42 Greater than 80,000 Therms/Yr.	Customer Charge	\$1,335.81			\$1,335.81		\$1,335.81
	All Therms		\$0.2209	\$0.0360	\$0.2569	\$0.9551	\$1.2120
General Service High Annual, Low Winter Use⁽²⁾ G-52 Greater than 80,000 Therms/Yr.	Customer Charge	\$1,335.81			\$1,335.81		\$1,335.81
	All Therms		\$0.1945	\$0.0360	\$0.2305	\$0.8453	\$1.0758

Northern Utilities - NH
 Summary of Rates: Winter Season
 Delivery Service and Supply Charges
 Effective: November 1, 2021

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

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

Northern Utilities - NH
 Summary of LDAC/COG Components: Winter Season
 Effective: November 1, 2021

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LOCAL DELIVERY ADJUSTMENT CLAUSE (Winter Season)

Service	GAPRA	EEC	LRR	ERC	ITMC	RCE	RPC	Total LDAC
Rate Classes R-5, R-6, R-10	\$0.0060	\$0.0449	\$0.0066	\$0.0056	\$0.0000	\$0.0000	\$0.0000	\$0.0631
G-40, G-50, G-41, G-51, G-42, G-52,	\$0.0060	\$0.0238	\$0.0006	\$0.0056	\$0.0000	\$0.0000	\$0.0000	\$0.0360

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

COST OF GAS ADJUSTMENT CLAUSE (Winter Season)

Service	Demand Cost of Gas	Commodity Cost of Gas	Reconciliation Costs	Working Capital	Bad Debt	Production & Storage Cap	Misc. Overhead	Demand Supplier Refund	Commodity Supplier Refund	Total COG
Applies to the following Rate Classes R-5, R-6, R-10	\$0.3622	\$0.5435	\$0.0042	\$0.0006	\$0.0021	\$0.0135	\$0.0131	\$0.0000	\$0.0000	\$0.9392
G-40, G-41, G-42	\$0.3805	\$0.5411	\$0.0042	\$0.0006	\$0.0021	\$0.0135	\$0.0131	\$0.0000	\$0.0000	\$0.9551
G-50, G-51, G-52	\$0.2543	\$0.5575	\$0.0042	\$0.0006	\$0.0021	\$0.0135	\$0.0131	\$0.0000	\$0.0000	\$0.8453

Northern Utilities - NH
 Delivery Service Miscellaneous Fees: Winter Period
 Effective: November 1, 2021
APPROVED

Season
 Winter

APPROVED

Applies to the following Rate Classes (\$ per therm)	Re-entry Rate
G-40, G-41, G-42, G-50, G-51, G-52	\$0.0000

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

CONVERSION RATE (Winter Season)

Applies to the following Rate Classes (\$ per therm)	Conversion Rate
G-40, G-41, G-42	\$0.7543
G-50, G-51, G-52	\$0.8641

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

Supplier Balancing Charge

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

Peaking Service Demand Charge

Applies to Capacity Assigned Customers Only	
G-40, G-41, G-42, G-50, G-51, G-52	\$71.85 per MMBtu per month

Supplier Services and Associated Fees

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

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

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

Meter Read Charge

When customer's phone line is not reporting daily data	\$78.00	per read
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	January	February	March	April	May	June	July	August	September	October	November	December	Total
Unit Sales (therms):													
1 R5:													
2 R-5 First Step	1,178,984	1,205,270	1,178,954	1,001,194	815,932	459,513	336,681	317,112	312,525	394,573	864,466	1,137,378	9,202,581
3 R-5 Excess	1,783,774	2,109,884	1,946,392	576,105	223,227	29,346	19,710	16,193	18,081	20,763	272,831	1,210,248	8,226,554
4 Total: R5	2,962,758	3,315,155	3,125,346	1,577,298	1,039,159	488,859	356,391	333,305	330,606	415,336	1,137,298	2,347,625	17,429,135
5 R6:													
6 R-6 First Step	9,199	9,108	9,091	8,673	8,919	8,591	8,335	8,184	7,978	7,992	8,797	8,898	103,766
7 R-6 Excess	21,871	24,084	23,014	11,275	8,650	5,432	4,771	4,227	3,712	3,315	7,550	17,367	135,269
8 Total: R6	31,069	33,192	32,106	19,949	17,569	14,023	13,105	12,412	11,689	11,308	16,348	26,265	239,035
9 R10:													
10 R-10 First Step	31,591	34,214	44,027	33,900	26,541	10,081	6,407	6,131	5,815	7,982	10,706	35,565	252,960
11 R-10 Excess	33,386	45,625	52,273	16,393	6,352	740	228	122	105	228	2,262	24,043	181,757
12 Total: R10	64,977	79,840	96,300	50,293	32,893	10,821	6,635	6,253	5,919	8,210	12,967	59,609	434,717
13 Total Residential	3,058,804	3,428,187	3,253,751	1,647,540	1,089,621	513,703	376,131	351,970	348,214	434,854	1,166,613	2,433,499	18,102,887
14													
15 G40T40:	January	February	March	April	May	June	July	August	September	October	November	December	Total
16 G-40 First Step	353,996	365,332	360,121	297,722	233,013	117,768	78,347	75,100	74,347	105,826	240,776	335,196	2,637,545
17 G-40 Excess	1,407,439	1,700,898	1,553,609	570,953	282,357	83,323	50,931	54,460	54,992	66,055	347,985	1,062,107	7,235,109
18 Total: G40/T40	1,761,435	2,066,231	1,913,730	868,675	515,370	201,091	129,278	129,560	129,338	171,882	588,761	1,397,303	9,872,653
19 G41/T41:													
20 Total: G41/T41	2,300,973	2,598,577	2,450,429	1,271,421	840,977	365,710	271,232	265,495	265,560	405,984	1,004,573	1,915,083	13,956,015
21 G42/T42:													
22 Total: G42T/42	733,238	738,248	627,466	406,878	263,754	161,244	152,096	132,311	182,859	289,972	517,952	677,578	4,883,597
23 G50/T50:													
24 G-50 First Step	38,173	39,301	39,457	37,221	37,553	38,198	38,507	38,831	38,595	38,039	37,574	38,770	460,218
25 G-50 Excess Step	119,682	130,704	138,670	94,314	93,522	93,561	95,795	97,511	94,283	86,764	90,932	118,289	1,254,026
26 Total: G50/T50	157,856	170,005	178,127	131,535	131,075	131,759	134,302	136,342	132,877	124,802	128,505	157,058	1,714,243
27 G51/T51:													
28 G-51 -First Step	294,211	303,696	306,219	267,135	242,422	214,989	208,996	213,549	212,411	218,148	244,649	301,164	3,027,587
29 G-51 Excess	197,106	230,275	260,441	139,232	132,072	106,586	86,977	104,878	97,298	116,524	138,908	214,313	1,824,610
30 Total: G51/T51	491,316	533,970	566,660	406,367	374,494	321,575	295,972	318,428	309,708	334,672	383,557	515,477	4,852,197
31 G52:													
32 Total: G52/T52	1,610,433	1,475,215	1,561,514	1,469,095	1,440,415	1,290,205	1,633,321	1,405,691	1,330,668	1,442,883	1,613,166	1,607,878	17,880,483
33 Total C&I	7,055,251	7,582,246	7,297,927	4,553,970	3,566,085	2,471,584	2,616,202	2,387,827	2,351,010	2,770,196	4,236,514	6,270,377	53,159,189
34 TOTAL - ALL CLASSES	10,114,055	11,010,433	10,551,678	6,201,510	4,655,706	2,985,287	2,992,333	2,739,797	2,699,225	3,205,050	5,403,127	8,703,876	71,262,076

Source: Data extracted from billing system.

Description	Therm Savings			Ref.
	Residential	C&I	Total	
Measures Installed in 2017:				
1. Program Year 2017 Actual Therm Savings (Jan - Apr)	23,585	88,525	112,110	2017 Annual Report, P2, Annualized Savings/12*4
2. 2021 Average Distribution Rates (ADR) (Jan - Apr)	\$0.6915	\$0.2004		2021 Annual Report, Page 1, Line 17 & 21
3. Sub-Total LBR	\$ 16,309	\$ 17,740	\$ 34,050	Ln 1 * Ln 2
4. Program Year 2017 Actual Therm Savings (May - Sept)	29,482	110,656	140,138	2017 Annual Report, P2, Annualized Savings/12*5
5. 2021 Average Distribution Rates (ADR) (May - Sept)	\$0.6109	\$0.1183		2021 Annual Report, Page 1, Line 17 & 21
6. Sub-Total LBR	\$ 18,010	\$ 13,091	\$ 31,101	Ln 4 * Ln 5
4. Program Year 2017 Actual Therm Savings (Oct) ⁽¹⁾	-	-	-	2017 Annual Report, P2, Annualized Savings/12*1
5. 2021 Average Distribution Rates (ADR) (Oct)	\$0.6792	\$0.1392		2021 Annual Report, Page 1, Line 17 & 21
6. Sub-Total LBR	\$ -	\$ -	\$ -	Ln 4 * Ln 5
7. Program Year 2017 Actual Therm Savings (Nov - Dec) ⁽¹⁾	-	-	-	2017 Annual Report, P2, Annualized Savings/12*2
8. 2021 Average Distribution Rates (ADR) (Nov - Dec)	\$0.7598	\$0.2191		2021 Annual Report, Page 1, Line 17 & 21
9. Sub-Total LBR	\$ -	\$ -	\$ -	Ln 7 * Ln 8
10. Total LBR (Measures Installed in 2017)	\$ 34,320	\$ 30,831	\$ 65,151	Ln 3 + Ln 6 + Ln 9
Measures Installed in 2018:				
11. Program Year 2018 Actual Therm Savings (Jan - Apr)	38,589	60,707	99,296	2018 Annual Reports, P2, Annualized Savings/12*4
12. 2021 Average Distribution Rates (ADR) (Jan - Apr)	\$0.6915	\$0.2004		2021 Annual Report, Page 1, Line 17 & 21
13. Sub-Total LBR	\$ 26,685	\$ 12,166	\$ 38,850	Ln 11 * Ln 12
14. Program Year 2018 Actual Therm Savings (May - Sept)	48,237	75,883	124,120	2018 Annual Reports, P2, Annualized Savings/12*6
15. 2021 Average Distribution Rates (ADR) (May - Sept)	\$0.6109	\$0.1183		2021 Annual Report, Page 1, Line 17 & 21
16. Sub-Total LBR	\$ 29,468	\$ 8,977	\$ 38,445	Ln 14 * Ln 15
17. Program Year 2018 Actual Therm Savings (Oct) ⁽¹⁾	-	-	-	2018 Annual Reports, P2, Annualized Savings/12*6
18. 2021 Average Distribution Rates (ADR) (Oct) ⁽¹⁾	\$0.6792	\$0.1392		2021 Annual Report, Page 1, Line 17 & 21
19. Sub-Total LBR	\$ -	\$ -	\$ -	Ln 17 * Ln 18
20. Program Year 2018 Actual Therm Savings (Nov - Dec) ⁽¹⁾	-	-	-	2018 Annual Reports, P2, Annualized Savings/12*2
21. 2021 Average Distribution Rates (ADR) (Nov - Dec) ⁽¹⁾	\$0.7598	\$0.2191		2021 Annual Report, Page 1, Line 17 & 21
22. Sub-Total LBR	\$ -	\$ -	\$ -	Ln 20 * Ln 21
23. Total LBR (Measures Installed in 2018)	\$ 56,152	\$ 21,143	\$ 77,295	Ln 13 + Ln 16 + Ln 22
Measures Installed in 2019:				
24. Program Year 2019 Actual Therm Savings (Jan - Apr)	54,205	80,387	134,592	2019 Annual Reports, P2, Annualized Savings/12*4
25. 2021 Average Distribution Rates (ADR) (Jan - Apr)	\$0.6915	\$0.2004		2021 Annual Report, Page 1, Line 17 & 21
26. Sub-Total LBR	\$ 37,483	\$ 16,110	\$ 53,592	Ln 24 * Ln 25
27. Program Year 2019 Actual Therm Savings (May - Sept)	67,756	100,484	168,240	2019 Annual Reports, P2, Annualized Savings/12*6
28. 2021 Average Distribution Rates (ADR) (May - Sept)	\$0.6109	\$0.1183		2021 Annual Report, Page 1, Line 17 & 21
29. Sub-Total LBR	\$ 41,392	\$ 11,887	\$ 53,280	Ln 27 * Ln 28
30. Program Year 2019 Actual Therm Savings (Oct) ⁽¹⁾	-	-	-	2019 Annual Reports, P2, Annualized Savings/12*6
31. 2021 Average Distribution Rates (ADR) (Oct) ⁽¹⁾	\$0.6792	\$0.1392		2021 Annual Report, Page 1, Line 17 & 21
32. Sub-Total LBR	\$ -	\$ -	\$ -	Ln 30 * Ln 31
33. Program Year 2019 Actual Therm Savings (Nov - Dec) ⁽¹⁾	-	-	-	2019 Annual Reports, P2, Annualized Savings/12*2
34. 2021 Average Distribution Rates (ADR) (Nov - Dec) ⁽¹⁾	\$0.7598	\$0.2191		2021 Annual Report, Page 1, Line 17 & 21
35. Sub-Total LBR	\$ -	\$ -	\$ -	Ln 33 * Ln 34
36. Total LBR (Measures Installed in 2019)	\$ 78,875	\$ 27,997	\$ 106,872	Ln 26 + Ln 29 + Ln 35 + Ln 35
37. Total LBR (Measures Installed in 2017-2019)	169,347	79,970	249,317	
Measures Installed in 2020:				
38. Program Year 2020 Actual Therm Savings (Jan - Apr)	48,392	80,804	129,196	2021 Annual Report, Page 1, Line 18 & 22
39. 2021 Average Distribution Rates (ADR) (Jan - Apr)	\$0.6915	\$0.2004		2021 Annual Report, Page 1, Line 19 & 23
40. Sub-Total LBR	\$ 33,463	\$ 16,193	\$ 49,656	Ln 38 * Ln 39
41. Program Year 2020 Actual Therm Savings (May - Sept)	57,559	101,005	158,564	2021 Annual Report, Page 1, Line 18 & 22
42. 2021 Average Distribution Rates (ADR) (May - Sept)	\$0.6109	\$0.1183		2021 Annual Report, Page 1, Line 19 & 23
43. Sub-Total LBR	\$ 35,163	\$ 11,949	\$ 47,112	Ln 41 * Ln 42
44. Program Year 2020 Actual Therm Savings (Oct) ⁽¹⁾	4,734	15,530	20,264	2021 Annual Report, Page 1, Line 18 & 22
45. 2021 Average Distribution Rates (ADR) (Oct) ⁽¹⁾	\$0.6792	\$0.1392		2021 Annual Report, Page 1, Line 19 & 23
46. Sub-Total LBR	\$ 3,216	\$ 2,162	\$ 5,377	Ln 44 * Ln 45
47. Program Year 2020 Actual Therm Savings (Nov - Dec) ⁽¹⁾	8,014	31,059	39,073	2021 Annual Report, Page 1, Line 18 & 22
48. 2021 Average Distribution Rates (ADR) (Nov - Dec) ⁽¹⁾	\$0.7598	\$0.2191		2021 Annual Report, Page 1, Line 19 & 23
49. Sub-Total LBR	\$ 6,089	\$ 6,805	\$ 12,894	Ln 47 * Ln 48
50. Total LBR (Measures Installed in 2020)	\$ 77,931	\$ 37,109	\$ 115,040	Ln 40 + Ln 43 + Ln 46 + Ln 49
Measures Installed in 2021:				
51. Program Year 2021 Actual Therm Savings (Jan - Apr)	12,604	3,169	15,772	2021 Annual Report, Page 3, Line 20 & 27
52. 2021 Average Distribution Rates (ADR) (Jan - Apr)	\$0.6915	\$0.2004		2021 Annual Report, Page 1, Line 21 & 25
53. Sub-Total LBR	\$ 8,715	\$ 635	\$ 9,350	Ln 51 * Ln 52
54. Program Year 2021 Actual Therm Savings (May - Sept)	42,779	13,696	56,474	2021 Annual Report, Page 3, Line 20 & 27
55. 2021 Average Distribution Rates (ADR) (May - Sept)	\$0.6109	\$0.1183		2021 Annual Report, Page 1, Line 21 & 25
56. Sub-Total LBR	\$ 26,134	\$ 1,620	\$ 27,754	Ln 54 * Ln 55
57. Program Year 2021 Actual Therm Savings (Oct)	10,447	4,724	15,171	2021 Annual Report, Page 3, Line 20 & 27
58. 2021 Average Distribution Rates (ADR) (Oct)	\$0.6792	\$0.1392		2021 Annual Report, Page 1, Line 21 & 25
59. Sub-Total LBR	\$ 7,095	\$ 658	\$ 7,753	Ln 57 * Ln 58
60. Program Year 2021 Actual Therm Savings (Nov - Dec)	25,688	21,442	47,130	2021 Annual Report, Page 3, Line 20 & 27
61. 2021 Average Distribution Rates (ADR) (Nov - Dec)	\$0.7598	\$0.2191		2021 Annual Report, Page 1, Line 21 & 25
62. Sub-Total LBR	\$ 19,518	\$ 4,698	\$ 24,216	Ln 60 * Ln 61
63. Total LBR (Measures Installed in 2021)	\$ 61,462	\$ 7,611	\$ 69,073	Ln 53 + Ln 56 + Ln 62
64. Grand Total 2021 LBR	\$ 308,740	\$ 124,690	\$ 433,430	

(1): Adjustments to LBR pursuant to the Company's base rate case, DG 21-104.

Program Cost-Effectiveness - 2021 ACTUAL

	Benefit/Cost Ratios		Benefits (\$000)		Utility Costs (\$000)	Customer Costs (\$000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Granite State Test											
Residential Programs													
B1 - Home Energy Assistance	1.20	\$	483.437	\$	401.744	\$ -	10.462	195.652	2.4	2.7	37	1,184	24,468
A1 - Energy Star Homes	2.46	\$	296.137	\$	120.485	\$ 41.450	-	-	-	-	49	1,276	29,951
A2 - Home Performance with Energy Star	1.69	\$	757.834	\$	447.192	\$ 105.053	18.170	152.478	8.9	3.1	93	3,293	71,985
A3 - Energy Star Products	1.99	\$	670.553	\$	336.806	\$ 302.265	7.338	121.796	2.2	0.3	427	3,858	67,864
A4 - Residential Behavior	2.51	\$	63.453	\$	25.317	\$ -	-	-	-	-	13,038	5,968	5,968
Sub-Total Residential	1.71	\$	2,271.414	\$	1,331.544	\$ 448.768	35.971	469.927	13.5	6.1	13,644	15,579	200,236
Commercial, Industrial & Municipal													
C1 - Large Business Energy Solutions	3.55	\$	1,589.340	\$	447.666	\$ 148.568	-	-	-	-	4	12,825	192,374
C2 - Small Business Energy Solutions	1.98	\$	957.874	\$	483.665	\$ 113.172	1.073	29.546	0.7	-	99	6,937	92,623
C6c - C&I Education	-	\$	-	\$	3.733	\$ -	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	2.72	\$	2,547.215	\$	935.064	\$ 261.740	1.073	29.546	0.7	-	103	19,762	284,997
Total	2.13	\$	4,818.629	\$	2,266.608	\$ 710.508	37.044	499.473	14.1	6.1	13,747	35,340	485,234

Annual Savings as a % of 2019 Sales 0.47%

Low-Income	\$	317.33
Residential	\$	36.56
C&I	\$	133.33

Notes

- (1) The Granite State Test is used as the primary cost test, as approved in Order No. 36,322, and includes an annual NEI adder of \$405.71 per weatherization project in the Home Energy Assistance program.
- (2) Utility and Customer Costs and Benefits are expressed in 2021 Dollars.
- (3) Per past precedent, discount and inflation rates have been updated for the year in which measures will be installed, and were updated in June 2020 for program year 2021.

Program Cost Effectiveness - 2021 PLAN

	Benefit/Cost Ratios	Benefits (\$000)			Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
	Granite State Test	Granite State Test	Utility Costs (\$000)	Customer Costs (\$000)							
Residential Programs											
B1 - Home Energy Assistance	0.99	\$ 408.485	\$ 413.000	\$ -	11.8	88.4	9.2	6.5	70	1,817	39,238
A1 - Energy Star Homes	1.71	\$ 364.510	\$ 213.187	\$ 57.428	9.6	121.6	1.5	0.9	49	1,495	35,648
A2 - Home Performance with Energy Star	1.63	\$ 363.107	\$ 222.642	\$ 101.709	20.9	215.5	10.9	5.2	54	1,729	34,325
A3 - Energy Star Products	2.04	\$ 706.381	\$ 347.114	\$ 261.405	4.5	59.5	0.9	1.6	812	4,204	70,098
A4 - Residential Behavior	0.81	\$ 56.395	\$ 69.206	\$ -	-	-	-	-	9,100	5,304	5,304
Sub-Total Residential	1.50	\$ 1,898.877	\$ 1,265.149	\$ 420.542	46.8	485.0	22.5	14.1	10,085	14,549	184,612
Commercial, Industrial & Municipal											
C1 - Large Business Energy Solutions	2.38	\$ 1,760.067	\$ 740.393	\$ 480.718	-	-	-	-	93	16,373	229,189
C2 - Small Business Energy Solutions	2.18	\$ 883.739	\$ 405.248	\$ 342.905	2.5	42.6	0.6	0.2	217	5,870	96,878
C6c - C&I Education	-	\$ -	\$ 18.567	\$ -	-	-	-	-	-	-	-
Sub-Total Commercial & Industrial	2.27	\$ 2,643.806	\$ 1,164.208	\$ 823.622	2.5	42.6	0.6	0.2	310	22,243	326,067
Total	1.87	\$ 4,542.683	\$ 2,429.357	\$ 1,244.164	49.2	527.6	23.2	14.3	10,395	36,792	510,680

Annual Savings as a % of 2014 Sales 0.52%

Low-Income	\$ 326.22
Residential	\$ 33.51
C&I	\$ 166.01

Notes

- (1) The Granite State Test is used as the primary cost test, as approved in Order No. 36,322, and includes an annual NEI adder of \$405.71 per weatherization project in the Home Energy Assistance
- (2) Utility and Customer Costs and Benefits are expressed in 2021 Dollars.
- (3) Per past precedent, discount and inflation rates have been updated for the year in which measures will be installed, and were updated in June 2020 for program year 2021.

Present Value Benefits - 2021 ACTUAL

	Total Benefits (\$000)	Resource Benefits (\$000)													Non-Resource Benefits (\$000)			Environmental Benefits (\$000)			
		Electric								Non-Electric			Other Benefit		Total Resource Benefits	Fossil Emissions	Other Non-Resource Benefits		Total Non-Resource Benefits		
		CAPACITY				ENERGY				DRIPE		Gas Benefits								Other Fuels	Water Benefit
		Granite State Test	Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE	Total Electric Benefit	Gas Benefit	Gas DRIPE							
Residential Programs																					
B1 - Home Energy Assistance	\$ 483.4	\$ 4.9	\$ -	\$ 4.6	\$ 4.0	\$ 4.1	\$ 4.4	\$ 2.4	\$ 1.9	\$ 0.6	\$ 27.0	\$ 206.5	\$ 5.9	\$ 212.4	\$ -	\$ 0.2	\$ 239.6	\$ 25.6	\$ 218.2	\$ 243.8	\$ 7.7
A1 - Energy Star Homes	\$ 296.1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 247.6	\$ 6.1	\$ 253.7	\$ -	\$ -	\$ 253.7	\$ 42.5	\$ 38.1	\$ 80.5	\$ -
A2 - Home Performance with Energy Star	\$ 757.8	\$ 2.3	\$ -	\$ 2.7	\$ 2.4	\$ 3.5	\$ 3.6	\$ 1.7	\$ 1.2	\$ 0.7	\$ 18.1	\$ 606.1	\$ 16.7	\$ 622.9	\$ 16.9	\$ 0.8	\$ 658.7	\$ 99.1	\$ 98.7	\$ 197.8	\$ 6.5
A3 - Energy Star Products	\$ 670.6	\$ 0.4	\$ -	\$ 0.4	\$ 0.3	\$ 3.7	\$ 4.4	\$ 0.2	\$ 0.1	\$ 0.5	\$ 9.9	\$ 562.8	\$ 17.0	\$ 579.7	\$ -	\$ -	\$ 589.6	\$ 80.9	\$ 88.4	\$ 169.4	\$ 5.1
A4 - Residential Behavior	\$ 63.5	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 56.0	\$ 2.9	\$ 59.0	\$ -	\$ -	\$ 59.0	\$ 4.5	\$ 8.8	\$ 13.3	\$ -
A6e - Res Financing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Residential	\$ 2,271.4	\$ 7.6	\$ -	\$ 7.7	\$ 6.7	\$ 11.4	\$ 12.4	\$ 4.3	\$ 3.3	\$ 1.7	\$ 55.0	\$ 1,679.0	\$ 48.6	\$ 1,727.7	\$ -	\$ 1.1	\$ 1,800.6	\$ 252.6	\$ 452.2	\$ 704.8	\$ 19.3
Commercial/Industrial Programs																					
C1 - Large Business Energy Solutions	\$ 1,589.3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,335.5	\$ 41.7	\$ 1,377.2	\$ -	\$ -	\$ 1,377.2	\$ 212.1	\$ 206.6	\$ 418.7	\$ -
C2 - Small Business Energy Solutions	\$ 957.9	\$ -	\$ -	\$ -	\$ -	\$ 1.4	\$ 1.6	\$ -	\$ -	\$ 0.1	\$ 3.1	\$ 647.8	\$ 21.5	\$ 669.3	\$ -	\$ 181.4	\$ 853.8	\$ 104.1	\$ 100.9	\$ 205.0	\$ 1.7
C6c - C&I Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sub-Total Commercial & Industrial	\$ 2,547.2	\$ -	\$ -	\$ -	\$ -	\$ 1.4	\$ 1.6	\$ -	\$ -	\$ 0.1	\$ 3.1	\$ 1,983.3	\$ 63.2	\$ 2,046.5	\$ -	\$ 181.4	\$ 2,231.0	\$ 316.2	\$ 307.4	\$ 623.7	\$ 1.7
Total	\$ 4,818.6	\$ 7.6	\$ -	\$ 7.7	\$ 6.7	\$ 12.7	\$ 13.9	\$ 4.3	\$ 3.3	\$ 1.8	\$ 58.0	\$ 3,662.4	\$ 111.8	\$ 3,774.2	\$ -	\$ 182.5	\$ 4,031.6	\$ 568.8	\$ 759.6	\$ 1,328.5	\$ 21.1

(1) The Granite State Test is used as the primary cost test, as approved in Order No. 36,322. Benefits are calculated based on net savings.
 (2) Non-resource benefits include NEIs, which are only applied to the Home Energy Assistance program in the GST primary cost test.
 (3) Non-embedded environmental benefits are not included in the GST primary cost test.

Portfolio Planned Versus Actual Performance - 2021										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	125% of Planned		Actual PI	Source
							Planned PI	PI		
1 Lifetime MMBtu Savings	510,680	383,010	485,234	95%	2.475%	2.352%	\$ 60,127	\$ 75,158	\$ 53,303	Planned and Actual from Cost Eff Tab
2 Annual MMBtu Savings	36,792	27,594	35,340	96%	1.100%	1.057%	\$ 26,723	\$ 33,404	\$ 23,949	Planned and Actual from Cost Eff Tab
3 Total Resource Benefits	\$ 3,940,270		4,031,610	102%						Planned and Actual from Benefits Tab
4 Total Utility Costs ¹	\$ 2,429,357		2,266,608	93%						Planned and Actual from Cost Eff Tab
5 Net Benefits	\$ 1,510,913	\$ 1,133,184	\$ 1,765,002	117%	1.925%	2.249%	\$ 46,765	\$ 58,456	\$ 50,970	Line 5 minus line 6
6 Total					5.500%	5.657%	\$ 133,615	\$ 167,018	\$ 128,222	

	Granite State Test		Source
	Planned	Actual	
7 Total Benefits (GST)	\$ 4,542,683	\$ 4,818,629	Planned and Actual from Cost Eff Tab
8 Performance Incentive	\$ 133,615	\$ 128,222	from row 6 above
9 Total Utility Costs	\$ 2,429,357	\$ 2,266,608	from row 4 above
10 Portfolio GST BCR	1.77	2.01	Row 7 Divided by Rows 8+9

Utility Costs expressed in 2021 dollars.

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

**2021 Annual Report Reconciliation
 Northern Utilities - Unitil Gas
 January 1, 2021 - December 31, 2021**

		Total 2021
1. Ending Balance: 12/31/2020	(Over)/Under	\$ 317,334
2. Prior Year(s) True Up		\$ (8,334)
3. Beginning Balance 1/1/2021		\$ 308,999
Revenues		
4. Energy Efficiency Charge Revenue		\$ 3,001,278
5. Estimated Interest		\$ 17,266
6. Total Funding	Σ Lines 4 - 5	\$ 3,018,543
Expenses		
7. Program Expenses		\$ 2,266,608
8. Current Year Planned PI		\$ 109,979
9. Total Expenses	Σ Lines 5 thru 7	\$ 2,376,586
10. Prelim Ending Balance: 12/31/2021	Lines 1 - 4 + 8	\$ (332,958)
11. Current Year Actual PI		\$ 128,222
12. Expected Ending Balance: 12/31/2021		\$ (314,715)

Notes:

Line 2: Prior Year(s) True-Up reflects adjustments to the 2020 ending balance related to 2019 and 2020 PI and interest, as booked in 2021

Line 8: Current Year (2021) Planned PI reflects 65% of the original 2021 planned PI filed on September 1, 2020 in Docket DE 20-092.

Line 9: Current Year (2021) Actual PI reflects the PI calculation from this annual report.

2021 Annual Report Reconciliation
Northern Utilities - Unitil Gas
On-Bill Financing
January 1, 2021 - December 31, 2021
Revenue and Expense Reconciliation

	<u>Resi</u>	<u>C&I</u>	<u>Total</u>
2019 Activity			
New Funding 2019	\$30,000	\$53,000	\$83,000
Loans to Customers 2019	\$7,766	\$0	\$7,766
Payments from Customers 2019	\$1,042	\$0	\$1,042
Ending Balance 2019	\$23,277	\$53,000	\$76,277
2020 Activity			
New Funding 2020	\$75,000	\$150,000	\$225,000
Loans to Customers 2020	\$12,952	\$0	\$12,952
Payments from Customers 2020	\$7,249	\$0	\$7,249
Ending Balance 2020	\$92,573	\$203,000	\$295,573
2021 Activity			
New Funding 2020	\$0	\$0	\$0
Loans to Customers 2020	\$29,414	\$0	\$29,414
Payments from Customers 2020	\$8,289	\$0	\$8,289
Ending Balance 2021	\$71,448	\$203,000	\$274,448