

Portfolio Planned Versus Actual Performance - 2021										
Portfolio	Planned	Threshold	Actual	% of Plan	Design	Actual	Planned PI	125% of	Actual PI	Source
					Coefficient	Coefficient		Planned PI		
1 Lifetime kWh Savings	1,112,008,713	834,006,535	1,053,627,185	95%	1.925%	1.824%	\$ 913,947	\$ 1,142,434	\$ 842,882	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	98,785,893	74,089,420	96,869,832.74	98%	0.550%	0.539%	\$ 261,128	\$ 326,410	\$ 249,238	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	12,272	7,977	15,037	123%	0.660%	0.809%	\$ 313,353	\$ 391,692	\$ 373,724	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	12,644	8,218	14,189	112%	0.440%	0.494%	\$ 208,902	\$ 261,128	\$ 228,194	Planned and Actual from Cost Eff Tab
6 Total Resource Benefits	\$ 159,929,067		179,681,503	112%						Planned and Actual from Benefits Tab
7 Total Utility Costs ^{1,2}	\$ 47,477,758		46,212,263	97%						Planned and Actual from Cost Eff Tab
8 Net Benefits	\$ 112,451,309	\$ 84,338,481	\$ 133,469,240	119%	1.925%	2.285%	\$ 913,947	\$ 1,142,434	\$ 1,055,856	Line 5 minus line 6
9 Total					5.500%	5.951%	\$ 2,611,277	\$ 3,264,096	\$ 2,749,894	

	Granite State Test		Source
	Planned	Actual	
10 Total Benefits	\$ 167,930,352	\$ 186,892,624	Planned and Actual from Cost Eff Tab
11 Performance Incentive	\$ 2,611,277	\$ 2,749,894	from row 9 above
12 Total Utility Costs	\$ 47,477,758	\$ 46,212,263	from row 7 above
13 Portfolio GST BCR	3.35	3.82	row 10 divided by rows 11+12

Costs, Benefits, and PI 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.

² Net of Smart Start

Illustrative PI achievement "if the Annual kWh Savings component receives 35% incentive weightage while the Lifetime kWh Savings receives 10%".

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Portfolio	Planned	Threshold	Actual	% of Plan	Design	Actual	Planned PI	125% of	Illustrative	Source
					Coefficient	Coefficient		Planned PI	Actual PI	
1 Lifetime kWh Savings	1,112,008,713	834,006,535	1,053,627,185	95%	0.550%	0.521%	\$ 261,128	\$ 326,410	\$ 240,823	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	98,785,893	74,089,420	96,869,832.74	98%	1.925%	1.888%	\$ 913,947	\$ 1,142,434	\$ 872,332	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	12,272	7,977	15,037	123%	0.660%	0.809%	\$ 313,353	\$ 391,692	\$ 373,724	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	12,644	8,218	14,189	112%	0.440%	0.494%	\$ 208,902	\$ 261,128	\$ 228,194	Planned and Actual from Cost Eff Tab
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8 Net Benefits	\$ 112,451,309	\$ 84,338,481	\$ 133,469,240	119%	1.925%	2.285%	\$ 913,947	\$ 1,142,434	\$ 1,055,856	Line 5 minus line 6
9 Total					5.500%	5.996%	\$ 2,611,277	\$ 3,264,096	\$ 2,770,929	

	Granite State Test		Source
	Planned	Actual	
10 Total Benefits	\$ 167,930,352	\$ 186,892,624	Planned and Actual from Cost Eff Tab
11 Performance Incentive	\$ 2,611,277	\$ 2,770,929	from row 9 above
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Illustrative PI achievement "if the Annual kWh Savings component receives 35% incentive weightage while the Lifetime kWh Savings receives 10%" and "the minimum threshold for Summer and Winter Peak Demand Savings is increased from 65% to 75%".

Portfolio Planned Versus Actual Performance - 2021										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Illustrative Actual PI	Source
1 Lifetime kWh Savings	1,112,008,713	834,006,535	1,053,627,185	95%	0.550%	0.521%	\$ 261,128	\$ 326,410	\$ 240,823	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	98,785,893	74,089,420	96,869,832.74	98%	1.925%	1.888%	\$ 913,947	\$ 1,142,434	\$ 872,332	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	12,272	9,204	15,037	123%	0.660%	0.809%	\$ 313,353	\$ 391,692	\$ 373,724	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	12,644	9,483	14,189	112%	0.440%	0.494%	\$ 208,902	\$ 261,128	\$ 228,194	Planned and Actual from Cost Eff Tab
6 Total Resource Benefits	\$ 159,929,067		179,681,503	112%						Planned and Actual from Benefits Tab
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Costs, Benefits, and PI Expressed in 2021 Dollars.

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Illustrative PI achievement "if all minimum thresholds increased to 100%".

Portfolio Planned Versus Actual Performance - 2021										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Illustrative Actual PI	Source
1 Lifetime kWh Savings	1,112,008,713	1,112,008,713	1,053,627,185	95%	1.925%	0.000%	\$ 913,947	\$ 1,142,434	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	98,785,893	98,785,893	96,869,832.74	98%	0.550%	0.000%	\$ 261,128	\$ 326,410	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	12,272	12,272	15,037	123%	0.660%	0.809%	\$ 313,353	\$ 391,692	\$ 373,724	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	12,644	12,644	14,189	112%	0.440%	0.494%	\$ 208,902	\$ 261,128	\$ 228,194	Planned and Actual from Cost Eff Tab
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7 Total Utility Costs ^{1,2}	\$ 47,477,758		46,212,263	97%						Planned and Actual from Cost Eff Tab
8 Net Benefits	\$ 112,451,309	\$ 112,451,309	\$ 133,469,240	119%	1.925%	2.285%	\$ 913,947	\$ 1,142,434	\$ 1,055,856	Line 5 minus line 6
9 Total					5.500%	3.587%	\$ 2,611,277	\$ 3,264,096	\$ 1,657,774	

	Granite State Test		Source
	Planned	Actual	
10 Total Benefits	\$ 167,930,352	\$ 186,892,624	Planned and Actual from Cost Eff Tab
11 Performance Incentive	\$ 2,611,277	\$ 1,657,774	from row 9 above
12 Total Utility Costs	\$ 47,477,758	\$ 46,212,263	from row 7 above
13 Portfolio GST BCR	3.35	3.90	row 10 divided by rows 11+12

Costs, Benefits, and PI Expressed in 2021 Dollars.

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Illustrative PI achievement "if all minimum thresholds increased to 110%".

Portfolio Planned Versus Actual Performance - 2021										
Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Illustrative Actual PI	Source
1 Lifetime kWh Savings	1,112,008,713	1,223,209,585	1,053,627,185	95%	1.925%	0.000%	\$ 913,947	\$ 1,142,434	\$ -	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	98,785,893	108,664,482	96,869,832.74	98%	0.550%	0.000%	\$ 261,128	\$ 326,410	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	12,272	13,499	15,037	123%	0.660%	0.809%	\$ 313,353	\$ 391,692	\$ 373,724	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	12,644	13,908	14,189	112%	0.440%	0.494%	\$ 208,902	\$ 261,128	\$ 228,194	Planned and Actual from Cost Eff Tab
6 Total Resource Benefits	\$ 159,929,067		179,681,503	112%						Planned and Actual from Benefits Tab
7 Total Utility Costs ^{1,2}	\$ 47,477,758		46,212,263	97%						Planned and Actual from Cost Eff Tab
8 Net Benefits	\$ 112,451,309	\$ 123,696,439	\$ 133,469,240	119%	1.925%	2.285%	\$ 913,947	\$ 1,142,434	\$ 1,055,856	Line 5 minus line 6
9 Total					5.500%	3.587%	\$ 2,611,277	\$ 3,264,096	\$ 1,657,774	

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10 Total Benefits	\$ 167,930,352	\$ 186,892,624	Planned and Actual from Cost Eff Tab
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Portfolio Planned Versus Actual Performance - 2022										
Portfolio	Planned	Threshold	Actual	% of Plan	Design	Actual	Planned PI	125% of	Actual PI	Source
					Coefficient	Coefficient		Planned PI		
1 Lifetime kWh Savings	735,774,773	551,831,080	713,487,977	97%	1.925%	1.867%	\$ 810,787	\$ 1,013,484	\$ 625,786	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	61,060,351	45,795,264	60,677,528	99%	0.550%	0.547%	\$ 231,653	\$ 289,567	\$ 183,225	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	8,687	5,646	8,144	94%	0.660%	0.619%	\$ 277,984	\$ 347,480	\$ 207,430	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	8,134	5,287	8,179	101%	0.440%	0.442%	\$ 185,323	\$ 231,653	\$ 148,319	Planned and Actual from Cost Eff Tab
6 Total Resource Benefits ^{3f}	\$ 106,166,496		98,866,966	93%						Planned and Actual from Benefits Tab
7 Total Utility Costs ^{1,2,3,4}	\$ 42,118,798		33,523,803	80%						Planned and Actual from Cost Eff Tab
8 Net Benefits	\$ 64,047,698	\$ 48,035,774	\$ 65,343,163	102%	1.925%	1.964%	\$ 810,787	\$ 1,013,484	\$ 658,386	Line 5 minus line 6
9 Total					5.500%	5.438%	\$ 2,316,534	\$ 2,895,667	\$ 1,823,146	

	Granite State Test		Source
	Planned	Actual	
10 Total Benefits	\$ 111,375,279	\$ 102,932,904	Planned and Actual from Cost Eff Tab
11 Performance Incentive	\$ 2,316,534	\$ 1,823,146	from row 9 above
12 Total Utility Costs	\$ 42,118,798	\$ 33,523,803	from row 7 above
13 Portfolio GST BCR	2.51	2.91	row 10 divided by rows 11+12

Costs, Benefits, and PI Expressed in 2022 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.

² Net of Smart Start

³ Actual PI includes adjustment for C&I ADR expenditures over 120% of budget, in accordance with the Commission's June 11, 2021 Secretarial Letter in Docket DE 20-092.

^{3f} Total Resource Benefits corrected. Originally stated as \$107,732,524 and included planned benefits associated with ADR, which were not proposed to be part of PI in the March 1, 2022 Plan Filing.

⁴ Revised Performance Incentive reflects the adjusting entry made in June 2023 to remove the CEF IT expense identified as part of the CEF Audit.

Illustrative PI achievement "if the Annual kWh Savings component receives 35% incentive weightage while the Lifetime kWh Savings receives 10%".

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Portfolio	Planned	Threshold	Actual	% of Plan	Design Coefficient	Actual Coefficient	Planned PI	125% of Planned PI	Illustrative Actual PI	Source
1 Lifetime kWh Savings	735,774,773	551,831,080	713,487,977	97%	0.550%	0.533%	\$ 231,653	\$ 289,567	\$ 178,796	Planned and Actual from Cost Eff Tab
2 Annual kWh Savings	61,060,351	45,795,264	60,677,528	99%	1.925%	1.913%	\$ 810,787	\$ 1,013,484	\$ 641,287	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	8,687	5,646	8,144	94%	0.660%	0.619%	\$ 277,984	\$ 347,480	\$ 207,430	Planned and Actual from Cost Eff Tab
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8 Net Benefits	\$ 64,047,698	\$ 48,035,774	\$ 65,343,163	102%	1.925%	1.964%	\$ 810,787	\$ 1,013,484	\$ 658,386	Line 5 minus line 6
9 Total					5.500%	5.471%	\$ 2,316,534	\$ 2,895,667	\$ 1,834,218	

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	Planned	Actual	
10 Total Benefits	\$ 111,375,279	\$ 102,932,904	Planned and Actual from Cost Eff Tab
11 Performance Incentive	\$ 2,316,534	\$ 1,834,218	from row 9 above
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2 Annual kWh Savings	61,060,351	61,060,351	60,677,528	99%	0.550%	0.000%	\$ 231,653	\$ 289,567	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	8,687	8,687	8,144	94%	0.660%	0.000%	\$ 277,984	\$ 347,480	\$ -	Planned and Actual from Cost Eff Tab
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8 Net Benefits	\$ 64,047,698	\$ 64,047,698	\$ 65,343,163	102%	1.925%	1.964%	\$ 810,787	\$ 1,013,484	\$ 658,386	Line 5 minus line 6
9 Total					5.500%	2.406%	\$ 2,316,534	\$ 2,895,667	\$ 806,705	

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	Planned	Actual	
10 Total Benefits	\$ 111,375,279	\$ 102,932,904	Planned and Actual from Cost Eff Tab
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2 Annual kWh Savings	61,060,351	67,166,387	60,677,528	99%	0.550%	0.000%	\$ 231,653	\$ 289,567	\$ -	Planned and Actual from Cost Eff Tab
3 Summer Peak Demand kW	8,687	9,555	8,144	94%	0.660%	0.000%	\$ 277,984	\$ 347,480	\$ -	Planned and Actual from Cost Eff Tab
4 Winter Peak Demand kW	8,134	8,948	8,179	101%	0.440%	0.000%	\$ 185,323	\$ 231,653	\$ -	Planned and Actual from Cost Eff Tab
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8 Net Benefits	\$ 64,047,698	\$ 70,452,468	\$ 65,343,163	102%	1.925%	0.000%	\$ 810,787	\$ 1,013,484	\$ -	Line 5 minus line 6
9 Total					5.500%		\$ 2,316,534	\$ 2,895,667	\$ -	

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