	Portfolio	Planned	Threshold	Actual
1	Lifetime kWh Savings	59,524,113	*38,690,673*	64,417,276
2	Annual kWh Savings	6,656,215	*4,326,540*	6,825,734
3	Summer Peak Demand kW	710	*462*	672
4	Winter Peak Demand kW	846	*550*	1,203
6	Total Resource Benefits	$ 10,873,464		13,367,011
7	Total Utility Costs[1,2]	$ 4,370,805		4,253,862
8	Net Benefits	$ 6,502,659	*$ 4,226,728*	$ 9,113,149
9	Total			

		Granite State Test		
		Planned	Actual	Source
10	Total Benefits	$ 13,625,608	$ 14,080,775	Planned and Actual from
11	Performance Incentive	$ 186,852	$ 206,546	from row 9 above
12	Total Utility Costs	$ 4,370,805	$ 4,253,862	from row 7 above
13	**Portfolio GST BCR**	**2.99**	**3.16**	row 10 divided by rows 1

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 Cos

[2] Net of Smart Start

io Planned Versus Actual Performance - 2021

% of Plan	Design Coefficient	Actual Coefficient	Planned PI	*125% of Planned PI*	Actual PI
108%	1.575%	1.704%	$ 68,840	*$ 86,050*	$ 72,506
103%	0.450%	0.461%	$ 19,669	*$ 24,586*	$ 19,630
95%	0.405%	0.383%	$ 17,702	*$ 22,127*	$ 16,305
142%	0.270%	0.338%	$ 11,801	*$ 14,751*	$ 14,357
123%					
97%					
140%	1.575%	1.969%	$ 68,840	*$ 86,050*	$ 83,748
	4.275%	4.855%	$ 186,852	*$ 233,565*	$ 206,546

ı Cost Eff Tab
L1+12

sts" does not include the value of PI.

Source
Planned and Actual from Cost Eff Tab
Planned and Actual from Cost Eff Tab
Planned and Actual from Cost Eff Tab
Planned and Actual from Cost Eff Tab
Planned and Actual from Benefits Tab
Planned and Actual from Cost Eff Tab
Line 5 minus line 6

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

	Portfolio	Planned	Threshold	Actual
1	Lifetime kWh Savings	59,524,113	*38,690,673*	64,417,276
2	Annual kWh Savings	6,656,215	*4,326,540*	6,825,734
3	Summer Peak Demand kW	710	*462*	672
4	Winter Peak Demand kW	846	*550*	1,203
6	Total Resource Benefits	$ 10,873,464		13,367,011
7	Total Utility Costs[1,2]	$ 4,370,805		4,253,862
8	Net Benefits	$ 6,502,659	$ *4,226,728*	$ 9,113,149
9	Total			

		Granite State Test		
		Planned	Actual	Source
10	Total Benefits	$ 13,625,608	$ 14,080,775	Planned and Actual from
11	Performance Incentive	$ 186,852	$ 203,830	from row 9 above
12	Total Utility Costs	$ 4,370,805	$ 4,253,862	from row 7 above
13	**Portfolio GST BCR**	**2.99**	**3.16**	row 10 divided by rows 1

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 Cos

[2] Net of Smart Start

ne Lifetime kWh Savings receives 10%".

io Planned Versus Actual Performance - 2021

% of Plan	Design Coefficient	Actual Coefficient	Planned PI	*125% of Planned PI*	Illustrative Actual PI
108%	0.45%	0.487%	$ 19,669	*$ 24,586*	$ 20,716
103%	1.58%	1.615%	$ 68,840	*$ 86,050*	$ 68,705
95%	0.405%	0.383%	$ 17,702	*$ 22,127*	$ 16,305
142%	0.270%	0.338%	$ 11,801	*$ 14,751*	$ 14,357
123%					
97%					
140%	1.575%	1.969%	$ 68,840	*$ 86,050*	$ 83,748
	4.275%	4.792%	$ 186,852	*$ 233,565*	$ 203,830

ı Cost Eff Tab
L1+12

sts" does not include the value of PI.

Source
Planned and Actual from Cost Eff Tab
Planned and Actual from Cost Eff Tab
Planned and Actual from Cost Eff Tab
Planned and Actual from Cost Eff Tab
Planned and Actual from Benefits Tab
Planned and Actual from Cost Eff Tab
Line 5 minus line 6

Illustrative PI achievement "if the Annual kWh Savings component receives 35% incentive weightage while th
threshold for Summer and Winter Peak Demand Savings is increased from 65% to 75%".

						Portfoli
	Portfolio	**Planned**		**Threshold**		**Actual**
1	Lifetime kWh Savings		59,524,113	*38,690,673*		64,417,276
2	Annual kWh Savings		6,656,215	*4,326,540*		6,825,734
3	Summer Peak Demand kW		710	*533*		672
4	Winter Peak Demand kW		846	*635*		1,203
6	Total Resource Benefits	$	10,873,464			13,367,011
7	Total Utility Costs[1,2]	$	4,370,805			4,253,862
8	Net Benefits	$	6,502,659	*$*	*4,226,728*	$ 9,113,149
9	Total					

		Granite State Test			
		Planned		**Actual**	**Source**
10	Total Benefits	$	13,625,608	$ 14,080,775	Planned and Actual from
11	Performance Incentive	$	186,852	$ 203,830	from row 9 above
12	Total Utility Costs	$	4,370,805	$ 4,253,862	from row 7 above
13	**Portfolio GST BCR**		**2.99**	**3.16**	row 10 divided by rows 1

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 Cos

[2] Net of Smart Start

ne Lifetime kWh Savings receives 10%" and "the minimum

io Planned Versus Actual Performance - 2021

% of Plan	Design Coefficient	Actual Coefficient	Planned PI	*125% of Planned PI*	Illustrative Actual PI
108%	0.450%	0.487%	$ 19,669	*$ 24,586*	$ 20,716
103%	1.575%	1.615%	$ 68,840	*$ 86,050*	$ 68,705
95%	0.405%	0.383%	$ 17,702	*$ 22,127*	$ 16,305
142%	0.270%	0.338%	$ 11,801	*$ 14,751*	$ 14,357
123%					
97%					
140%	1.575%	1.969%	$ 68,840	*$ 86,050*	$ 83,748
	4.275%	4.792%	$ 186,852	*$ 233,565*	$ 203,830

ı Cost Eff Tab
l1+12

sts" does not include the value of PI.

Source
Planned and Actual from Cost Eff Tab
Planned and Actual from Cost Eff Tab
Planned and Actual from Cost Eff Tab
Planned and Actual from Cost Eff Tab
Planned and Actual from Benefits Tab
Planned and Actual from Cost Eff Tab
Line 5 minus line 6

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

	Portfolio	Planned	Threshold	Actual
1	Lifetime kWh Savings	59,524,113	*59,524,113*	64,417,276
2	Annual kWh Savings	6,656,215	*6,656,215*	6,825,734
3	Summer Peak Demand kW	710	*710*	672
4	Winter Peak Demand kW	846	*846*	1,203
6	Total Resource Benefits	$ 10,873,464		13,367,011
7	Total Utility Costs[1,2]	$ 4,370,805		4,253,862
8	Net Benefits	$ 6,502,659	*$ 6,502,659*	$ 9,113,149
9	Total			

		Granite State Test		
		Planned	Actual	Source
10	Total Benefits	$ 13,625,608	$ 14,080,775	Planned and Actual from
11	Performance Incentive	$ 186,852	$ 190,240	from row 9 above
12	Total Utility Costs	$ 4,370,805	$ 4,253,862	from row 7 above
13	**Portfolio GST BCR**	**2.99**	**3.17**	row 10 divided by rows 1

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 Cos

[2] Net of Smart Start

io Planned Versus Actual Performance - 2021

% of Plan	Design Coefficient	Actual Coefficient	Planned PI	*125% of Planned PI*	Illustrative Actual PI
108%	1.575%	1.704%	$ 68,840	*$ 86,050*	$ 72,506
103%	0.450%	0.461%	$ 19,669	*$ 24,586*	$ 19,630
95%	0.405%	0.000%	$ 17,702	*$ 22,127*	$ -
142%	0.270%	0.338%	$ 11,801	*$ 14,751*	$ 14,357
123%					
97%					
140%	1.575%	1.969%	$ 68,840	*$ 86,050*	$ 83,748
	4.275%	4.472%	$ 186,852	*$ 233,565*	$ 190,240

ı Cost Eff Tab
L1+12

sts" does not include the value of PI.

Source
Planned and Actual from Cost Eff Tab
Planned and Actual from Cost Eff Tab
Planned and Actual from Cost Eff Tab
Planned and Actual from Cost Eff Tab
Planned and Actual from Benefits Tab
Planned and Actual from Cost Eff Tab
Line 5 minus line 6

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

	Portfolio	Planned	Threshold	Actual
1	Lifetime kWh Savings	59,524,113	*65,476,524*	64,417,276
2	Annual kWh Savings	6,656,215	*7,321,837*	6,825,734
3	Summer Peak Demand kW	710	*781*	672
4	Winter Peak Demand kW	846	*931*	1,203
6	Total Resource Benefits	$ 10,873,464		13,367,011
7	Total Utility Costs[1,2]	$ 4,370,805		4,253,862
8	Net Benefits	$ 6,502,659	*$ 7,152,925*	$ 9,113,149
9	Total			

		Granite State Test		
		Planned	Actual	Source
10	Total Benefits	$ 13,625,608	$ 14,080,775	Planned and Actual from
11	Performance Incentive	$ 186,852	$ 98,105	from row 9 above
12	Total Utility Costs	$ 4,370,805	$ 4,253,862	from row 7 above
13	**Portfolio GST BCR**	**2.99**	**3.24**	row 10 divided by rows 1

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 Cos

[2] Net of Smart Start

io Planned Versus Actual Performance - 2021

% of Plan	Design Coefficient	Actual Coefficient	Planned PI	*125% of Planned PI*	Illustrative Actual PI
108%	1.575%	0.000%	$ 68,840	*$ 86,050*	$ -
103%	0.450%	0.000%	$ 19,669	*$ 24,586*	$ -
95%	0.405%	0.000%	$ 17,702	*$ 22,127*	$ -
142%	0.270%	0.338%	$ 11,801	*$ 14,751*	$ 14,357
123%					
97%					
140%	1.575%	1.969%	$ 68,840	*$ 86,050*	$ 83,748
	4.275%	2.306%	$ 186,852	*$ 233,565*	$ 98,105

ı Cost Eff Tab
L1+12

ɜts" does not include the value of PI.

Source
Planned and Actual from Cost Eff Tab
Planned and Actual from Cost Eff Tab
Planned and Actual from Cost Eff Tab
Planned and Actual from Cost Eff Tab
Planned and Actual from Benefits Tab
Planned and Actual from Cost Eff Tab
Line 5 minus line 6

	Portfolio Planned Vers				
	Portfolio	**Planned**	**Threshold**	**Actual**	**% of Plan**
1	Lifetime kWh Savings	91,340,304	*68,505,228*	63,553,714	70%
2	Annual kWh Savings	8,036,153	*6,027,115*	4,916,180	61%
3	Summer Peak Demand kW	675	*439*	326	48%
4	Winter Peak Demand kW	1,450	*942*	1,100	76%
6	Total Resource Benefits	$ 15,966,347		12,818,923	80%
7	Total Utility Costs[1,2]	$ 5,414,728		3,388,279	63%
8	Net Benefits	$ 10,551,619	$ *7,913,714*	$ 9,430,644	89%
9	Total				

		Granite State Test		
		Planned	**Actual**	**Source**
10	Total Benefits	$ 15,966,347	$ 12,818,923	Planned and Actual from Cost Ef
11	Performance Incentive	$ 243,663	$ 56,954	from row 9 above
12	Total Utility Costs	$ 5,414,728	$ 3,388,279	from row 7 above
13	**Portfolio GST BCR**	**2.82**	**3.72**	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 C

[2] Net of Smart Start

us Actual Performance - 2022

Design Coefficient	Actual Coefficient	Planned PI	*125% of Planned PI*	Actual PI	Source
1.575%	0.000%	$ 85,282	*$ 106,602*	$ -	Planned and Actual from Cost Eff Tab
0.450%	0.000%	$ 24,366	*$ 30,458*	$ -	Planned and Actual from Cost Eff Tab
0.540%	0.000%	$ 29,240	*$ 36,549*	$ -	Planned and Actual from Cost Eff Tab
0.360%	0.273%	$ 19,493	*$ 24,366*	$ 9,258	Planned and Actual from Cost Eff Tab
					Planned and Actual from Benefits Tab
					Planned and Actual from Cost Eff Tab
1.575%	1.408%	$ 85,282	*$ 106,602*	$ 47,696	Line 5 minus line 6
4.500%	1.681%	$ 243,663	*$ 304,578*	$ 56,954	

f Tab

osts" does not include the value of PI.

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

							Portfolio Planned Versus Ac
	Portfolio	**Planned**	**Threshold**		**Actual**	**% of Plan**	**Design Coefficient**
1	Lifetime kWh Savings	91,340,304	*68,505,228*		63,553,714	70%	0.450%
2	Annual kWh Savings	8,036,153	*6,027,115*		4,916,180	61%	1.575%
3	Summer Peak Demand kW	675	*439*		326	48%	0.540%
4	Winter Peak Demand kW	1,450	*942*		1,100	76%	0.360%
6	Total Resource Benefits	$ 15,966,347			12,818,923	80%	
7	Total Utility Costs[1,2]	$ 5,414,728			3,388,279	63%	
8	Net Benefits	$ 10,551,619	*$ 7,913,714*	$	9,430,644	89%	1.575%
9	Total						4.500%

		Granite State Test		
		Planned	**Actual**	**Source**
10	Total Benefits	$ 15,966,347	$ 12,818,923	Planned and Actual from Cost Eff Tab
11	Performance Incentive	$ 243,663	$ 56,954	from row 9 above
12	Total Utility Costs	$ 5,414,728	$ 3,388,279	from row 7 above
13	**Portfolio GST BCR**	**2.82**	**3.72**	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 Cost

[2] Net of Smart Start

e Lifetime kWh Savings receives 10%".

ctual Performance - 2022				
Actual Coefficient	**Planned PI**	***125% of Planned PI***	**Illustrative Actual PI**	**Source**
0.000%	$ 24,366	*$ 30,458*	$ -	Planned and Actual from Cost Eff Tab
0.000%	$ 85,282	*$ 106,602*	$ -	Planned and Actual from Cost Eff Tab
0.000%	$ 29,240	*$ 36,549*	$ -	Planned and Actual from Cost Eff Tab
0.273%	$ 19,493	*$ 24,366*	$ 9,258	Planned and Actual from Cost Eff Tab
				Planned and Actual from Benefits Tab
				Planned and Actual from Cost Eff Tab
1.408%	$ 85,282	*$ 106,602*	$ 47,696	Line 5 minus line 6
1.681%	$ 243,663	*$ 304,578*	$ 56,954	

s" does not include the value of PI.

Illustrative PI achievement "if the Annual kWh Savings component receives 35% incentive weightage w
10%" and "the minimum threshold for Summer and Winter Peak Demand Savings is increased from 65

						Portfolio Planned
	Portfolio	**Planned**	**Threshold**		**Actual**	**% of Plan**
1	Lifetime kWh Savings	91,340,304	*68,505,228*		63,553,714	70%
2	Annual kWh Savings	8,036,153	*6,027,115*		4,916,180	61%
3	Summer Peak Demand kW	675	*506*		326	48%
4	Winter Peak Demand kW	1,450	*1,087*		1,100	76%
6	Total Resource Benefits	$ 15,966,347			12,818,923	80%
7	Total Utility Costs[1,2]	$ 5,414,728			3,388,279	63%
8	Net Benefits	$ 10,551,619	*$ 7,913,714*	$	9,430,644	89%
9	Total					

		Granite State Test		
		Planned	**Actual**	**Source**
10	Total Benefits	$ 15,966,347	$ 12,818,923	Planned and Actual from Cost I
11	Performance Incentive	$ 243,663	$ 56,954	from row 9 above
12	Total Utility Costs	$ 5,414,728	$ 3,388,279	from row 7 above
13	**Portfolio GST BCR**	**2.82**	**3.72**	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 Util

[2] Net of Smart Start

vhile the Lifetime kWh Savings receives
% to 75%".

Versus Actual Performance - 2022

Design Coefficient	Actual Coefficient	Planned PI	*125% of Planned PI*	Illustrative Actual PI	Source
0.450%	0.000%	$ 24,366	*$ 30,458*	$ -	Planned and Actual from Cost Eff Tab
1.575%	0.000%	$ 85,282	*$ 106,602*	$ -	Planned and Actual from Cost Eff Tab
0.540%	0.000%	$ 29,240	*$ 36,549*	$ -	Planned and Actual from Cost Eff Tab
0.360%	0.273%	$ 19,493	*$ 24,366*	$ 9,258	Planned and Actual from Cost Eff Tab
					Planned and Actual from Benefits Tab
					Planned and Actual from Cost Eff Tab
1.575%	1.408%	$ 85,282	*$ 106,602*	$ 47,696	Line 5 minus line 6
4.500%	1.681%	$ 243,663	*$ 304,578*	$ 56,954	

Eff Tab

ity Costs" does not include the value of PI.

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

	Portfolio Planned Versus Actual						
	Portfolio	**Planned**	**Threshold**	**Actual**	**% of Plan**	**Design Coefficient**	**Actual Coefficient**
1	Lifetime kWh	91,340,304	*91,340,304*	63,553,714	70%	1.575%	0.000%
2	Annual kWh	8,036,153	*8,036,153*	4,916,180	61%	0.450%	0.000%
3	Summer Peak	675	*675*	326	48%	0.540%	0.000%
4	Winter Peak	1,450	*1,450*	1,100	76%	0.360%	0.000%
6	Total Resourc	$ 15,966,347		12,818,923	80%		
7	Total Utility C	$ 5,414,728		3,388,279	63%		
8	Net Benefits	$ 10,551,619	$ *10,551,619*	$ 9,430,644	89%	1.575%	0.000%
9	Total					4.500%	-

		Granite State Test		
		Planned	**Actual**	**Source**
10	Total Benefits	$ 15,966,347	$ 12,818,923	Planned and Actual from Cost Eff Tab
11	Performance	$ 243,663	$ -	from row 9 above
12	Total Utility C	$ 5,414,728	$ 3,388,279	from row 7 above
13	**Portfolio GST**	**2.82**	**3.78**	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 C

[2] Net of Smart Start

Performance - 2022

Planned PI	*125% of Planned PI*	Illustrative Actual PI	Source
$ 85,282	*$ 106,602*	$ -	Planned and Actual from Cost Eff Tab
$ 24,366	*$ 30,458*	$ -	Planned and Actual from Cost Eff Tab
$ 29,240	*$ 36,549*	$ -	Planned and Actual from Cost Eff Tab
$ 19,493	*$ 24,366*	$ -	Planned and Actual from Cost Eff Tab
			Planned and Actual from Benefits Tab
			Planned and Actual from Cost Eff Tab
$ 85,282	*$ 106,602*	$ -	Line 5 minus line 6
$ 243,663	*$ 304,578*	$ -	

osts" does not include the value of PI.

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

						Portfolio Planned Versus A
	Portfolio	**Planned**	**Threshold**	**Actual**	**% of Plan**	**Design Coefficient**
1	Lifetime kWh Savings	91,340,304	*100,474,334*	63,553,714	70%	1.575%
2	Annual kWh Savings	8,036,153	*8,839,769*	4,916,180	61%	0.450%
3	Summer Peak Demand kW	675	*743*	326	48%	0.540%
4	Winter Peak Demand kW	1,450	*1,595*	1,100	76%	0.360%
6	Total Resource Benefits	$ 15,966,347		12,818,923	80%	
7	Total Utility Costs[1,2]	$ 5,414,728		3,388,279	63%	
8	Net Benefits	$ 10,551,619	*$ 11,606,781*	$ 9,430,644	89%	1.575%
9	Total					4.500%

		Granite State Test		
		Planned	**Actual**	**Source**
10	Total Benefits	$ 15,966,347	$ 12,818,923	Planned and Actual from Cost Eff Tab
11	Performance Incentive	$ 243,663	$ -	from row 9 above
12	Total Utility Costs	$ 5,414,728	$ 3,388,279	from row 7 above
13	**Portfolio GST BCR**	**2.82**	**3.78**	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 Cost

[2] Net of Smart Start

Actual Performance - 2022				
Actual Coefficient	**Planned PI**	***125% of Planned PI***	**Illustrative Actual PI**	**Source**
0.000%	$ 85,282	*$ 106,602*	$ -	Planned and Actual from Cost Eff Tab
0.000%	$ 24,366	*$ 30,458*	$ -	Planned and Actual from Cost Eff Tab
0.000%	$ 29,240	*$ 36,549*	$ -	Planned and Actual from Cost Eff Tab
0.000%	$ 19,493	*$ 24,366*	$ -	Planned and Actual from Cost Eff Tab
				Planned and Actual from Benefits Tab
				Planned and Actual from Cost Eff Tab
0.000%	$ 85,282	*$ 106,602*	$ -	Line 5 minus line 6
-	$ 243,663	*$ 304,578*	$ -	

ts" does not include the value of PI.