



DE 14-216
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March 1, 2017

Debra A. Howland
Executive Director
State of New Hampshire
Public Utilities Commission
21 S. Fruit Street, Suite 10
Concord, New Hampshire 03301-2429

RE: DE 14-216 - CORE Energy Efficiency Programs Fourth Quarter 2016 Report

Dear Director Howland:

Enclosed for filing with the Commission are four copies of the Fourth Quarter 2016 Report for the CORE Energy Efficiency Programs containing results for all the electric and natural gas utilities. Eversource is filing four copies consistent with the ruling of the Commission in Order No. 25,462 dated February 1, 2013.

A copy of this report was made available electronically to the Commission and all parties on the service list on March 1, 2017.

Very truly yours,

Rhonda J. Bisson
Manager
Regulatory, Planning and Evaluation
Energy Efficiency

Enclosures
cc: Service List



**New Hampshire
CORE Energy Efficiency Programs**

**4th Quarter Report
January 2016 – December 2016**

Docket DE 14-216

March 1, 2017



4th Quarter Report
January 2016 - December 2016

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Highlights
 CORE & Company-Specific Programs

Description	Program Expenses ¹		kWh Savings			MMBtu Savings			Customers	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
<u>Electric Utilities</u>										
CORE Programs										
Municipal Program	\$ 1,941,553	97%	5,593,909	78,222,391	140%	7,571	131,480	327%	135	44%
All Other CORE Programs	\$ 19,588,616	97%	60,478,528	878,853,096	137%	40,189	890,168	112%	100,812	106%
Sub-total	\$ 21,530,169	97%	66,072,437	957,075,488	137%	47,761	1,021,648	123%	100,947	106%
Company Specific Programs ²	\$ 1,632,623	85%	5,584,200	33,220,690	111%	-	-	-	47,922	192%
Total Electric	\$ 23,162,792	96%	71,656,637	990,296,178	136%	47,761	1,021,648	106%	148,869	124%
<u>Gas Utilities</u>										
CORE Programs										
Municipal Program	\$ 6,050,075	91%	1,522,998	26,702,312	3434%	125,296	2,227,979	96%	6,786	174%
All Other CORE Programs	\$ 285,152	86%	-	-	-	14,360	43,961	79%	25,000	100%
Sub-total	\$ 6,335,228	91%	1,522,998	26,702,312	3434%	139,656	2,271,940	96%	31,786	110%
Company Specific Programs ²	\$ 285,152	86%	-	-	-	14,360	43,961	79%	25,000	100%
Total Gas	\$ 6,335,228	91%	1,522,998	26,702,312	3434%	139,656	2,271,940	96%	31,786	110%
Grand Total	\$ 29,498,019	95%	73,179,635	1,016,998,490	140%	187,417	3,293,588	103%	180,655	121%

Notes:

(1) Program expenses shown in this report exclude the performance incentive (PI), which can vary by program and accomplishment thresholds. The planned budget for PI is 7.5% of actual program expenditures for the electric utilities and 8% of actual program expenditures for the gas utilities as shown in the Commission approved 2015-2016 Plan, p. 82. The actual PI for each utility is calculated to reflect the utilities' final accomplishments and is filed with the Commission by June 1st of each year for the preceding program year.

<http://www.puc.state.nh.us/Regulatory/Docketbk/2014/14-216/LETTERS-MEMOS-TARIFFS/14-216%202014-12-11%20PSNH%20ATT-JT%20SETTLEMENT%20AGREEMENT.PDF>

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

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Highlights
 CORE Programs ¹

Description	Program Expenses		kWh Savings			MMBtu Savings			Customers	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
Electric Utilities										
Residential										
Home Energy Assistance	\$ 3,607,463	95%	733,375	12,600,962	111%	11,282	255,843	109%	691	149%
EnergyStar® Homes	\$ 1,691,839	85%	1,661,286	38,855,116	117%	10,764	269,923	144%	646	172%
NH Home Performance w/Energy Star	\$ 2,227,701	107%	852,376	18,230,043	248%	16,313	344,267	100%	721	102%
EnergyStar® Products	\$ 2,651,071	95%	9,986,343	161,063,232	114%	1,830	20,135	74%	97,933	106%
Sub-total	\$ 10,178,073	95%	13,233,379	230,749,352	120%	40,189	890,168	112%	99,991	106%
Commercial & Industrial										
Large Business Energy Solutions	\$ 5,945,995	94%	35,956,216	499,574,763	158%	-	-	-	342	86%
Small Business Energy Solutions	\$ 3,464,547	106%	11,288,933	148,528,982	113%	-	-	-	479	69%
Municipal Program	\$ 1,941,553	97%	5,593,909	78,222,391	140%	7,571	131,480	327%	135	44%
Sub-total	\$ 11,352,096	98%	52,839,058	726,326,135	144%	7,571	131,480	327%	956	68%
Total Electric	\$ 21,530,169	97%	66,072,437	957,075,488	137%	47,761	1,021,648	123%	100,947	106%
Gas Utilities										
Residential										
Home Energy Assistance	\$ 1,236,101	101%	50,826	1,209,590	512%	8,022	162,429	110%	276	82%
EnergyStar® Homes	\$ 189,895	113%	373,547	9,239,037	2723%	2,130	51,933	96%	61	118%
NH Home Performance w/Energy Star	\$ 604,709	87%	15,431	325,715	-	14,960	333,435	98%	702	115%
EnergyStar® Products	\$ 1,325,885	101%	84,870	1,359,417	672%	21,314	367,190	104%	2,055	107%
Sub-total	\$ 3,356,590	99%	524,674	12,133,759	1560%	46,426	914,986	102%	3,094	106%
Commercial & Industrial										
Large Business Energy Solutions	\$ 1,683,039	93%	975,652	14,260,986	-	52,593	851,531	87%	1,198	384%
Small Business Energy Solutions	\$ 1,010,447	71%	22,672	307,567	726490%	26,278	461,462	54%	2,494	379%
Sub-total	\$ 2,693,486	83%	998,324	14,568,553	-	78,871	1,312,993	92%	3,692	381%
Total Gas	\$ 6,050,075	91%	1,522,998	26,702,312	3434%	125,296	2,227,979	96%	6,786	174%
Grand Total	\$ 27,580,244	95%	67,595,435	983,777,800	141%	173,057	3,249,627	103%	107,733	109%

Notes:

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

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Highlights
 Company-Specific Programs ¹

Description	Program Expenses		kWh Savings			MMBtu Savings			Customers	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
Electric Utilities										
Residential										
Home Energy Reports	\$ 231,662	92%	3,646,719	8,451,286	160%	-	-	-	47,905	192%
Education	\$ 19,330	37%	-	-	-	-	-	-	-	-
Customer Engagement Platform	\$ 212,462	90%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses ²	\$ 66,127	86%	-	-	-	-	-	-	-	-
Sub-total	\$ 529,582	44%	3,646,719	8,451,286	160%	-	-	-	47,905	192%
Commercial & Industrial										
Smart Start	\$ 29,978	58%	-	-	-	-	-	-	-	-
C&I Customer Partnerships	\$ -	0%	-	-	-	-	-	-	-	-
C&I RFP Program	\$ 426,327	99%	1,937,481	24,769,404	100%	-	-	-	17	798%
Education	\$ 207,952	69%	-	-	-	-	-	-	-	-
Customer Engagement Platform	\$ 318,693	92%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses ²	\$ 120,091	76%	-	-	-	-	-	-	-	-
Sub-total	\$ 1,103,041	179%	1,937,481	24,769,404	100%	-	-	-	17	277%
Total Residential and C&I	\$ 1,632,623	85%	5,584,200	33,220,690	111%	-	-	-	47,922	192%
Gas Utilities										
Residential										
Building Practices & Demonstration	\$ 245,044	88%	-	-	-	14,360	43,961	79%	25,000	100%
Education	\$ 9,110	54%	-	-	-	-	-	-	-	-
Sub-total	\$ 254,153	86%	-	-	-	14,360	43,961	79%	25,000	100%
Commercial & Industrial										
Building Practices & Demonstration	\$ -	0%	-	-	-	-	-	-	-	-
Education	\$ 30,999	82%	-	-	-	-	-	-	-	-
Sub-total	\$ 30,999	10%	-	-	-	-	-	-	-	-
Total Residential and C&I	\$ 285,152	86%	-	-	-	14,360	43,961	79%	25,000	100%
Grand Total	\$ 1,917,775	85%	5,584,200	33,220,690	110%	14,360	43,961	79%	72,922	146%

Notes:

- (1) Amounts shown above pertain only to the Company-Specific programs. The amounts pertaining to the CORE programs are shown on page 2.
 Company-specific includes company-specific programs, education, forward capacity market and loan program implementation expenses.
- (2) Amounts shown are expenses related to the electric utilities' participation in ISO-NE's Forward Capacity Market. Revenues received from ISO-NE are reported on page 18.

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Highlights
Home Energy Assistance Program ¹

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expense: Budget ²	\$ 330,589	\$ 255,703	\$ 2,751,286	\$ 455,327	\$ 3,792,905	\$ 1,014,000	\$ 208,884	\$ 1,222,884	\$ 5,015,789
(CORE Program) Actual	\$ 314,958	\$ 292,376	\$ 2,630,799	\$ 369,329	\$ 3,607,463	\$ 1,003,642	\$ 232,459	\$ 1,236,101	\$ 4,843,563
Percent	95%	114%	96%	81%	95%	99%	111%	101%	97%
Program Incentives: Budget ³	\$ 241,330	\$ 198,345	\$ 2,408,421	\$ 327,779	\$ 3,175,875	\$ 861,850	\$ 148,393	\$ 1,010,243	\$ 4,186,118
(CORE Program) Actual ⁴	\$ 215,855	\$ 184,710	\$ 1,927,575	\$ 238,884	\$ 2,567,024	\$ 782,192	\$ 136,270	\$ 918,462	\$ 3,485,486
Percent	89%	93%	80%	73%	81%	91%	92%	91%	83%
Customers Served: Goal	37	28	352	48	465	306	32	338	803
Actual ^{5,6}	59	34	548	50	691	246	30	276	967
Percent	161%	121%	156%	104%	149%	80%	94%	82%	120%
Collaboration: Actual Collaborated Funds ⁷	\$ 22,384	\$ 15,770	\$ 1,850,481	\$ 11,961	\$ 1,900,595	\$ 8,915	\$ 11,360	\$ 20,275	\$ 1,920,870
Total Actual Expenses (CORE + Collaboration)	\$ 337,342	\$ 200,479	\$ 3,778,056	\$ 250,845	\$ 4,566,722	\$ 791,107	\$ 147,630	\$ 938,737	\$ 5,505,459
% of Total Actual Expenses	7%	8%	49%	5%	42%	1%	8%	2%	35%
Collaborated Units	14	19	371	16	420	42	9	51	471
% of Total Customers Served	24%	56%	68%	32%	61%	17%	30%	18%	49%
Heating Systems: Actual Incentives	\$ 41,996	\$ 31,293	\$ 391,493	\$ 36,510	\$ 501,292	\$ 139,766	\$ 10,985	\$ 150,751	\$ 652,043
% of HEA CORE Total Budget	13%	12%	14%	8%	13%	14%	5%	12%	13%
Dwelling Mix:									
Single Family	27	34	408	42	511	100	21	121	632
Multi-Family	32	0	140	8	180	146	9	155	335
Total	59	34	548	50	691	246	30	276	967

Notes:

- (1) Program savings results are shown on page 8.
- (2) Program budget and actual numbers are based on total expenditures.
- (3) Reflects Program "Rebates/Services" only.
- (4) Program incentives are based on the HEA tracking system and do not include items not billed in the tracking system, such as heating system incentives and quality assurance costs.
- (5) Program participation is based on the HEA tracking system and does not align with the program participation numbers on page 8 due to timing differences.
Program participation numbers on page 8 are based on the invoices that have been processed through the end of the first quarter whereas the HEA tracking system reflects real-time number of participants.
A true-up to actual number of participants is completed at year-end.
- (6) Number of customers served by county are as follows:

	Belknap	Carroll	Cheshire	Coos	Grafton	Hillsborough	Merrimack	Rockingham	Strafford	Sullivan	Total
Electric	97	49	14	47	72	196	44	97	21	54	691
Gas	61	0	0	0	0	177	8	21	9	0	276
Total											967

- (7) Collaborated funds may include funding from numerous sources including the Department of Energy, town assistance, Community Development Block grants and also from other utilities.
For example, if Eversource and Liberty Utilities-Gas worked on a joint project, Eversource includes the incentives from Liberty-Gas as part of its collaboration funds and Liberty-Gas includes incentives from Eversource as collaboration funds.

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Highlights
CO₂ Emissions Reductions

Description	Units	CO2 Emission Factors In lbs Per Unit ¹	CO2 Emission Factors In Metric Tons Per Unit	Electric Utilities			Gas Utilities		Grand Total			
				YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons		YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons	YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons		
					All Programs (All funding sources)	RGGI Funded Portion				All Programs (All funding sources)	RGGI Funded Portion	
Annual												
Electricity ²	MWH	1,087.000	0.4930	71,657	35,325	2,805	1,523	751	73,180	36,075	2,805	
Natural Gas	MMBtu	117.080	0.0531	5,274	280	4	139,656	7,415	144,931	7,695	4	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	21,520	1,575	424	-	-	21,520	1,575	424	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	3,060	221	27	-	-	3,060	221	27	
LPG	MMBtu	139.178	0.0631	-	-	-	-	-	-	-	-	
Propane	MMBtu	139.178	0.0631	14,203	896	166	-	-	14,203	896	166	
Wood	MMBtu	-	-	3,704	-	-	-	-	3,704	-	-	
Wood Pellet	-	-	-	-	-	-	-	-	-	-	-	
Other	MMBtu	-	-	-	-	-	-	-	-	-	-	
Total Annual Emissions Reductions					38,298	3,426		8,166		46,464	3,426	
Lifetime												
Electricity ²	MWH	1,087.000	0.4930	990,296	488,187	39,381	26,702	13,163	1,016,998	501,350	39,381	
Natural Gas	MMBtu	117.080	0.0531	117,567	6,243	83	2,271,940	120,634	2,389,507	126,877	83	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	414,946	30,370	6,730	-	-	414,946	30,370	6,730	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	64,094	4,637	562	-	-	64,094	4,637	562	
LPG	MMBtu	139.178	0.0631	-	-	-	-	-	-	-	-	
Propane	MMBtu	139.178	0.0631	318,306	20,091	3,605	-	-	318,306	20,091	3,605	
Wood	MMBtu	-	-	77,818	-	-	-	-	77,818	-	-	
Wood Pellet	-	-	-	-	-	-	-	-	-	-	-	
Other	-	-	-	-	-	-	-	-	-	-	-	
Total Lifetime Emissions Reductions					549,528	50,360		133,798		683,326	50,360	

Notes:

- (1) Source of CO2 Emission Factors in lbs/unit for all other fuels:
- (2) Source of CO2 Emission Factors in lbs/unit for electricity:

http://www.eia.gov/electricity/annual/html/epa_a_03.html
Based on 2009 Greenhouse Gas Emissions Reduction Fund Grant Guidelines for CO₂ emission conversion factor for electrically powered equipment.

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Highlights
Annual Savings by Fuel Type

Program	Electric Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Oil	Natural Gas	LP	Kerosene	Wood	Wood Pellet	Other	Total	Electricity
Home Energy Assistance	4,750	542	1,703	2,861	1,425	-	-	11,281	733,375
EnergyStar® Homes	-	3,845	6,712	28	180	-	-	10,765	1,661,286
NH Home Performance w/Energy Star	10,645	25	3,373	171	2,098	-	-	16,312	852,376
EnergyStar® Products	956	862	13	-	-	-	-	1,831	9,986,343
Large Business Energy Solutions	-	-	-	-	-	-	-	-	35,956,216
Small Business Energy Solutions	-	-	-	-	-	-	-	-	11,288,933
Municipal Program	5,169	-	2,403	-	-	-	-	7,571	5,593,909
Company-Specific Programs	-	-	-	-	-	-	-	-	5,584,200
Total	21,520	5,274	14,203	3,060	3,704	-	-	47,761	71,656,637

Program	Gas Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Oil	Natural Gas	LP	Kerosene	Wood	Wood Pellet	Other	Total	Electricity
Home Energy Assistance	-	8,022	-	-	-	-	-	8,022	50,826
EnergyStar® Homes	-	2,130	-	-	-	-	-	2,130	373,547
NH Home Performance w/Energy Star	-	14,960	-	-	-	-	-	14,960	15,431
EnergyStar® Products	-	21,314	-	-	-	-	-	21,314	84,870
Large Business Energy Solutions	-	52,593	-	-	-	-	-	52,593	975,652
Small Business Energy Solutions	-	26,278	-	-	-	-	-	26,278	22,672
Municipal Program	-	-	-	-	-	-	-	-	-
Company-Specific Programs	-	14,360	-	-	-	-	-	14,360	-
	-	139,656	-	-	-	-	-	139,656	1,522,998

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Summary of Results by Utility
CORE & Company-Specific Programs Combined ¹

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 2,130,693	\$ 1,649,458	\$ 17,486,605	\$ 2,937,650	\$ 24,204,406	\$ 5,621,815	\$ 1,347,647	\$ 6,969,462	\$ 31,173,868
	Actual	\$ 1,962,850	\$ 1,495,203	\$ 17,148,241	\$ 2,556,497	\$ 23,162,791	\$ 4,988,793	\$ 1,346,435	\$ 6,335,228	\$ 29,498,019
	Percent	92%	91%	98%	87%	96%	89%	100%	91%	95%
Program Participation	Goal	11,551	7,569	85,931	15,346	120,397	28,163	732	28,895	149,292
	Actual	9,321	8,807	111,882	18,859	148,869	31,100	686	31,786	180,655
	Percent	81%	116%	130%	123%	124%	110%	94%	110%	121%
Annual kWh Savings	Goal	3,715,633	2,883,291	40,882,648	5,605,054	53,086,627	46	35,418	35,464	53,122,091
	Actual	7,327,658	2,608,803	53,322,589	8,397,587	71,656,637	1,473,338	49,660	1,522,998	73,179,635
	Percent	197%	90%	130%	150%	135%	3231085%	140%	4294%	138%
Lifetime kWh Savings	Goal	50,280,545	41,031,395	553,930,561	81,688,552	726,931,054	783	776,842	777,625	727,708,679
	Actual	110,574,689	38,741,923	717,837,416	123,142,150	990,296,178	25,703,360	998,952	26,702,312	1,016,998,490
	Percent	220%	94%	130%	151%	136%	3281140%	129%	3434%	140%
Annual MMBtu Savings	Goal	3,125	2,987	28,440	5,886	40,437	122,344	30,148	152,492	192,929
	Actual	2,374	3,755	37,412	4,220	47,761	114,908	24,748	139,656	187,417
	Percent	76%	126%	132%	72%	118%	94%	82%	92%	97%
Lifetime MMBtu Savings	Goal	70,261	60,970	576,781	124,691	832,704	1,831,144	541,804	2,372,949	3,205,653
	Actual	51,170	72,691	807,012	90,776	1,021,648	1,787,707	484,233	2,271,940	3,293,588
	Percent	73%	119%	140%	73%	123%	98%	89%	96%	103%

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

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Program Results
Home Energy Assistance (HEA)

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 330,589	\$ 255,703	\$ 2,751,286	\$ 455,327	\$ 3,792,905	\$ 1,014,000	\$ 208,884	\$ 1,222,884	\$ 5,015,789
	Actual	\$ 314,958	\$ 292,376	\$ 2,630,799	\$ 369,329	\$ 3,607,463	\$ 1,003,642	\$ 232,459	\$ 1,236,101	\$ 4,843,563
	Percent	95%	114%	96%	81%	95%	99%	111%	101%	97%
Program Participation	Goal	37	28	352	48	465	306	32	338	803
	Actual	59	34	548	50	691	246	30	276	967
	Percent	161%	121%	156%	104%	149%	80%	94%	82%	120%
Annual kWh Savings	Goal	60,076	33,321	487,615	52,270	633,281	2	9,790	9,792	643,073
	Actual	127,399	41,415	514,042	50,518	733,375	46,219	4,607	50,826	784,201
	Percent	212%	124%	105%	97%	116%	1948955%	47%	519%	122%
Lifetime kWh Savings	Goal	989,551	531,288	8,870,954	952,712	11,344,505	47	236,062	236,109	11,580,615
	Actual	2,264,881	719,054	8,754,806	862,222	12,600,962	1,109,672	99,918	1,209,590	13,810,552
	Percent	229%	135%	99%	91%	111%	2360841%	42%	512%	119%
Annual MMBtu Savings	Goal	961	733	8,372	1,466	11,531	6,339	1,112	7,451	18,982
	Actual	1,110	938	8,043	1,191	11,282	6,979	1,043	8,022	19,305
	Percent	116%	128%	96%	81%	98%	110%	94%	108%	102%
Lifetime MMBtu Savings	Goal	21,494	15,042	168,662	28,654	233,853	123,267	24,183	147,451	381,303
	Actual	24,313	19,381	189,454	22,695	255,843	142,295	20,134	162,429	418,272
	Percent	113%	129%	112%	79%	109%	115%	83%	110%	110%

4th Quarter Report
January 2016 - December 2016

Program Results
Energy Star® Homes

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 96,653	\$ 150,426	\$ 1,581,269	\$ 170,000	\$ 1,998,348	\$ 99,000	\$ 68,750	\$ 167,750	\$ 2,166,098
	Actual	\$ 85,984	\$ 129,039	\$ 1,309,689	\$ 167,126	\$ 1,691,839	\$ 99,238	\$ 90,657	\$ 189,895	\$ 1,881,733
	Percent	89%	86%	83%	98%	85%	100%	132%	113%	87%
Program Participation	Goal	30	17	303	26	376	41	11	52	428
	Actual	24	14	504	104	646	41	20	61	707
	Percent	81%	82%	166%	400%	172%	101%	182%	118%	165%
Annual kWh Savings	Goal	34,755	130,931	1,143,194	67,579	1,376,459	-	14,291	14,291	1,390,750
	Actual	196,440	101,759	1,162,305	200,782	1,661,286	348,784	24,763	373,547	2,034,833
	Percent	565%	78%	102%	297%	121%	-	173%	2614%	146%
Lifetime kWh Savings	Goal	784,460	3,231,914	27,881,919	1,321,301	33,219,594	-	339,322	339,322	33,558,916
	Actual	4,845,143	2,772,195	27,962,252	3,275,526	38,855,116	8,719,600	519,437	9,239,037	48,094,153
	Percent	618%	86%	100%	248%	117%	-	153%	2723%	143%
Annual MMBtu Savings	Goal	889	588	5,177	895	7,549	1,599	610	2,209	9,758
	Actual	481	708	8,805	770	10,764	938	1,192	2,130	12,894
	Percent	54%	121%	170%	86%	143%	59%	195%	96%	132%
Lifetime MMBtu Savings	Goal	22,193	14,605	128,871	21,692	187,361	39,984	14,309	54,292	241,653
	Actual	11,966	17,711	219,214	21,032	269,923	23,438	28,495	51,933	321,855
	Percent	54%	121%	170%	97%	144%	59%	199%	96%	133%

4th Quarter Report
January 2016 - December 2016

Program Results
Home Performance With Energy Star® (HPwES)

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 187,613	\$ 229,205	\$ 1,236,400	\$ 436,631	\$ 2,089,849	\$ 547,815	\$ 147,740	\$ 695,555	\$ 2,785,404
	Actual	\$ 155,975	\$ 204,480	\$ 1,599,053	\$ 268,193	\$ 2,227,701	\$ 478,807	\$ 125,903	\$ 604,709	\$ 2,832,411
	Percent	83%	89%	129%	61%	107%	87%	85%	87%	102%
Program Participation	Goal	46	53	507	101	706	571	38	609	1,315
	Actual	103	52	511	55	721	669	33	702	1,423
	Percent	224%	98%	101%	54%	102%	117%	87%	115%	108%
Annual kWh Savings	Goal	30,442	32,355	295,674	42,289	400,760	-	-	-	400,760
	Actual	361,215	52,826	377,819	60,516	852,376	7,633	7,798	15,431	867,807
	Percent	1187%	163%	128%	143%	213%	-	-	-	217%
Lifetime kWh Savings	Goal	571,330	602,877	5,414,924	755,036	7,344,167	-	-	-	7,344,167
	Actual	8,300,650	1,051,721	7,626,644	1,251,028	18,230,043	154,681	171,034	325,715	18,555,758
	Percent	1453%	174%	141%	166%	248%	-	-	-	253%
Annual MMBtu Savings	Goal	1,029	1,282	11,650	3,211	17,172	15,258	1,525	16,783	33,955
	Actual	686	1,206	12,837	1,584	16,313	13,901	1,059	14,960	31,273
	Percent	67%	94%	110%	49%	95%	91%	69%	89%	92%
Lifetime MMBtu Savings	Goal	21,756	25,905	227,822	68,632	344,115	305,154	34,783	339,937	684,052
	Actual	13,812	24,279	271,852	34,324	344,267	311,156	22,279	333,435	677,702
	Percent	63%	94%	119%	50%	100%	102%	64%	98%	99%

4th Quarter Report
January 2016 - December 2016

Program Results
Energy Star® Products

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 236,882	\$ 349,270	\$ 1,853,018	\$ 365,000	\$ 2,804,170	\$ 980,000	\$ 335,243	\$ 1,315,243	\$ 4,119,413
	Actual	\$ 228,643	\$ 264,733	\$ 1,799,458	\$ 358,236	\$ 2,651,071	\$ 973,912	\$ 351,973	\$ 1,325,885	\$ 3,976,956
	Percent	97%	76%	97%	98%	95%	99%	105%	101%	97%
Program Participation	Goal	11,312	7,317	58,752	15,066	92,446	1,417	509	1,926	94,373
	Actual	9,087	8,638	61,644	18,564	97,933	1,569	486	2,055	99,988
	Percent	80%	118%	105%	123%	106%	111%	95%	107%	106%
Annual kWh Savings	Goal	1,010,711	787,894	6,137,671	1,433,378	9,369,655	41	11,337	11,378	9,381,033
	Actual	897,005	870,566	6,462,295	1,756,477	9,986,343	72,714	12,156	84,870	10,071,213
	Percent	89%	110%	105%	123%	107%	177891.9%	107%	746%	107%
Lifetime kWh Savings	Goal	13,337,296	11,969,548	91,936,633	23,633,361	140,876,838	694	201,457	202,151	141,078,989
	Actual	14,210,905	13,755,383	103,220,376	29,876,568	161,063,232	1,156,902	202,515	1,359,417	162,422,649
	Percent	107%	115%	112%	126%	114%	166693.9%	101%	672%	115%
Annual MMBtu Savings*	Goal	86	300	1,998	83	2,467	15,590	4,977	20,568	23,035
	Actual	98	201	1,435	96	1,830	16,658	4,656	21,314	23,144
	Percent	113%	67%	72%	116%	74%	107%	94%	104%	100%
Lifetime MMBtu Savings*	Goal	948	3,302	21,982	913	27,145	261,654	92,742	354,396	381,540
	Actual	1,078	2,215	15,786	1,055	20,135	283,075	84,115	367,190	387,325
	Percent	114%	67%	72%	116%	74%	108%	91%	104%	102%

* Eversource's Annual MMBtu Savings goal was revised from 12,658 to 1,998 and Lifetime MMBtu Savings Goal was revised from 149,042 to 21,982 to correct an error in the Plan.

4th Quarter Report
January 2016 - December 2016

Program Results
Large Business Energy Solutions

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 702,101	\$ 202,403	\$ 4,704,790	\$ 708,104	\$ 6,317,398	\$ 1,488,000	\$ 325,308	\$ 1,813,308	\$ 8,130,706
	Actual	\$ 671,688	\$ 109,309	\$ 4,476,682	\$ 688,316	\$ 5,945,995	\$ 1,364,581	\$ 318,458	\$ 1,683,039	\$ 7,629,034
	Percent	96%	54%	95%	97%	94%	92%	98%	93%	94%
Program Participation	Goal	17	37	320	23	397	270	42	312	709
	Actual	22	8	288	24	342	1,162	36	1,198	1,540
	Percent	126%	22%	90%	104%	86%	430%	86%	384%	217%
Annual kWh Savings	Goal	1,374,367	978,279	18,265,965	2,778,532	23,397,143	-	-	-	23,397,143
	Actual	4,597,941	609,881	26,022,843	4,725,551	35,956,216	975,652	-	975,652	36,931,868
	Percent	335%	62%	142%	170%	154%	-	-	-	158%
Lifetime kWh Savings	Goal	18,480,627	12,737,793	247,514,974	38,416,850	317,150,244	-	-	-	317,150,244
	Actual	64,921,084	8,156,453	359,499,153	66,998,073	499,574,763	14,260,986	-	14,260,986	513,835,749
	Percent	351%	64%	145%	174%	158%	-	-	-	162%
Annual MMBtu Savings	Goal	-	-	-	-	-	47,471	16,626	64,097	64,097
	Actual	-	-	-	-	-	41,341	11,252	52,593	52,593
	Percent	-	-	-	-	-	87%	68%	82%	82%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	725,780	258,334	984,114	984,114
	Actual	-	-	-	-	-	633,480	218,051	851,531	851,531
	Percent	-	-	-	-	-	87%	84%	87%	87%

4th Quarter Report
January 2016 - December 2016

Program Results
Small Business Energy Solutions

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 367,266	\$ 253,038	\$ 2,205,962	\$ 455,001	\$ 3,281,266	\$ 1,190,000	\$ 231,722	\$ 1,421,722	\$ 4,702,988
	Actual	\$ 298,850	\$ 265,112	\$ 2,401,442	\$ 499,144	\$ 3,464,547	\$ 799,498	\$ 210,949	\$ 1,010,447	\$ 4,474,994
	Percent	81%	105%	109%	110%	106%	67%	91%	71%	95%
Program Participation	Goal	69	85	488	54	696	558	100	658	1,354
	Actual	21	46	356	56	479	2,413	81	2,494	2,973
	Percent	31%	54%	73%	104%	69%	432%	81%	379%	220%
Annual kWh Savings	Goal	860,961	614,054	7,535,748	990,500	10,001,264	2	-	2	10,001,266
	Actual	711,323	721,730	8,411,928	1,443,952	11,288,933	22,336	336	22,672	11,311,605
	Percent	83%	118%	112%	146%	113%	949660%	-	963946%	113%
Lifetime kWh Savings	Goal	11,568,083	7,978,317	98,130,331	13,468,500	131,145,231	42	-	42	131,145,274
	Actual	9,643,523	9,548,979	110,535,030	18,801,450	148,528,982	301,519	6,048	307,567	148,836,549
	Percent	83%	120%	113%	140%	113%	712205%	-	726490%	113%
Annual MMBtu Savings	Goal	-	-	-	-	-	17,647	5,297	22,944	22,944
	Actual	-	-	-	-	-	20,732	5,546	26,278	26,278
	Percent	-	-	-	-	-	117%	105%	115%	115%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	319,986	117,452	437,438	437,438
	Actual	-	-	-	-	-	350,303	111,159	461,462	461,462
	Percent	-	-	-	-	-	109%	95%	105%	105%

4th Quarter Report
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Program Results
Municipal Program

Description		Electric Utilities				Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	
Program Expenses	Budget	\$ 163,788	\$ 160,393	\$ 1,453,464	\$ 219,876	\$ 1,997,520
	Actual	\$ 163,039	\$ 197,081	\$ 1,447,065	\$ 134,369	\$ 1,941,553
	Percent	100%	123%	100%	61%	97%
Program Participation	Goal	41	32	202	28	304
	Actual	5	15	109	6	135
	Percent	12%	47%	54%	21%	44%
Annual kWh Savings	Goal	344,321	306,457	3,312,917	240,506	4,204,201
	Actual	436,335	210,626	4,787,157	159,791	5,593,909
	Percent	127%	69%	144%	66%	133%
Lifetime kWh Savings	Goal	4,549,199	3,979,658	44,131,322	3,140,791	55,800,970
	Actual	6,388,505	2,738,138	67,018,465	2,077,283	78,222,391
	Percent	140%	69%	152%	66%	140%
Annual MMBtu Savings	Goal	159	85	1,243	231	1,718
	Actual	-	700	6,292	579	7,571
	Percent	0%	828%	506%	251%	441%
Lifetime MMBtu Savings	Goal	3,871	2,115	29,445	4,801	40,231
	Actual	-	9,105	110,706	11,670	131,480
	Percent	0%	430%	376%	243%	327%

4th Quarter Report
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Company-Specific Programs
 Liberty Utilities, Unutil and the New Hampshire Electric Cooperative

Description		Liberty Utilities	Unutil	New Hampshire Electric Cooperative
		Gas	Gas	Electric
		Building Practices & Demonstration Program	Building Practices & Demonstration Program	Smart Start Program Administration
Program Expenses	Budget	\$ 278,000	\$ -	\$ -
	Actual	\$ 245,044	\$ -	\$ 1,254
	Percent	88%	-	N/A
Program Participation	Goal	25,000	-	-
	Actual	25,000	-	-
	Percent	100%	-	-
Annual kWh Savings	Goal	-	-	-
	Actual	-	-	-
	Percent	-	-	-
Lifetime kWh Savings	Goal	-	-	-
	Actual	-	-	-
	Percent	-	-	-
Annual MMBtu Savings	Goal	18,440	-	-
	Actual	14,360	-	-
	Percent	78%	-	-
Lifetime MMBtu Savings	Goal	55,320	-	-
	Actual	43,961	-	-
	Percent	79%	-	-

4th Quarter Report
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Program Results
Company-Specific Programs
Eversource

Description		Smart Start Program Administration	Customer Engagement Platform*	Home Energy Reports	C&I RFP Program	C&I Customer Partnerships	Total
Program Expenses	Budget	\$ 52,000	\$ 580,539	\$ 251,006	\$ 431,355	\$ 18,919	\$ 1,333,819
	Actual	\$ 28,724	\$ 531,156	\$ 231,662	\$ 426,327	\$ -	\$ 1,217,868
	Percent	55%	91%	92%	99%	-	91%
Program Participation	Goal	-	-	25,000	2	4	25,006
	Actual	-	-	47,905	17	-	47,922
	Percent	-	-	192%	798%	-	192%
Annual kWh Savings	Goal	-	-	1,755,681	1,948,183	-	3,703,864
	Actual	-	-	3,646,719	1,937,481	-	5,584,200
	Percent	-	-	208%	99%	-	151%
Lifetime kWh Savings	Goal	-	-	5,267,042	24,782,462	-	30,049,504
	Actual	-	-	8,451,286	24,769,404	-	33,220,690
	Percent	-	-	160%	100%	-	111%

*Updates on the Customer Engagement Platform:

- (1) Launched on March 31, 2016
- (2) Completed the following marketing efforts in NH
 - a. March 2016 edition of the Customer Update contained article with links to energy efficiency programs and online Energy Savings Plan
 - b. May 2016 eNewsletter promoted the Energy Savings Plan with customized energy savings recommendations
 - c. Promoted the Customer Engagement Platform in the September 2016 edition of the Eversource Customer Update eNewsletter
- (3) Future marketing efforts planned in NH include:
 - a. Email campaign
 - b. Additional bill inserts
 - c. One-on-one roll out with largest customers
- (4) Interface with US Department of Energy's Portfolio Manager: Eversource is planning to have CEP incorporate an interface with Portfolio Manager via an Application Program Interface (API). Work is ongoing.

4th Quarter Report
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Education Programs

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas		
Program Expenses										
Residential	Budget	\$ -	\$ -	\$ -	\$ 52,776	\$ 52,776	\$ -	\$ 17,000	\$ 17,000	\$ 69,776
	Actual	-	-	-	19,330	19,330	-	9,110	9,110	28,440
	Percent	-	-	-	37%	37%	-	54%	54%	41%
Commercial & Industrial	Budget	\$ 10,802	\$ 39,020	\$ 206,596	\$ 44,936	\$ 301,354	\$ 25,000	\$ 13,000	\$ 38,000	\$ 339,354
	Actual	10,464	19,343	175,525	2,620	207,952	24,070	6,928	30,999	238,951
	Percent	97%	50%	85%	6%	69%	96%	53%	82%	70%
Total	Budget	\$ 10,802	\$ 39,020	\$ 206,596	\$ 97,712	\$ 354,130	\$ 25,000	\$ 30,000	\$ 55,000	\$ 409,130
	Actual	10,464	19,343	175,525	21,951	227,282	24,070	16,038	40,109	267,391
	Percent	97%	50%	85%	22%	64%	96%	53%	73%	65%

Focus Areas

Activities

Residential Programs

- > Conducted "Ductless Heat Pump" all-day training seminar with 95 attendees
- > Conducted "Making Energy Savings Real with NHSaves" presentation at NH State Home Show with 20 attendees
- > Conducted "Energy Codes and ENERGY STAR High-Rise" training at Cotton Mill, Nashua, NH with 29 attendees
- > Conducted "Energy Codes and Ductless Heat Pump" training at Common Man, Plymouth, NH with 34 attendees
- > Conducted residential code training at Cotton Mill, Nashua, NH with 29 attendees
- > Conducted residential code training at Common Man, Plymouth, NH with 40 attendees
- > Conducted twelve Button Up workshops
- > Conducted residential code training at Mcauliffe Space Center with 26 attendees
- > Conducted contractor Energy Efficiency Program Education at Pease Golf Course, Portsmouth, NH with 32 attendees

Commercial, Industrial & Municipal Programs

- > Conducted "High Efficiency Lighting" presentation at NH State Home Show with 15 attendees
- > Conducted "Building Operator Certification, Level 1" training at Lakes Region Community College, Belmont with 14 attendees
- > Conducted commercial code training at The Puritan, Manchester, NH with 42 attendees
- > Conducted commercial code training at Lochmere Golf & Country Club, Tilton, NH with 17 attendees
- > Conducted commercial code training at Mcauliffe Space Center, Concord, NH with 20 attendees
- > Conducted performance contracting workshop for Municipalities at Grappone Conference Center, Concord, NH with 29 attendees
- > Conducted four Weatherization Workshops across the state with a total of 28 attendees
- > Conducted EMS Controls and Energy Efficiency workshops at Wentworth by the Sea, New Castle, NH with 35 attendees
- > Conducted Local Energy Solutions Conference at the Grappone Conference Center, Concord, NH with 200 attendees
- > Conducted New Construction Planning and Energy Efficiency workshop at the Bedford Village Inn, Bedford, NH with 30 attendees
- > Conducted three Energy Master Planning workshops at Eversource Energy Park, Manchester, NH with 48 attendees

K-12 Energy Efficiency Education

- > Completed 82 presentations in 19 schools that reached 2435 students and 155 educators.

4th Quarter Report
January 2016 - December 2016

Forward Capacity Market (FCM) Proceeds and Expenses

Description	Electric Utilities				Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	
Estimated Annual FCM Proceeds	\$ 210,000	\$ 65,000	\$ 1,823,283	\$ 312,800	\$ 2,411,083
Estimated Annual FCM Expenses	\$ 35,000	\$ 10,000	\$ 160,000	\$ 30,000	\$ 235,000
Actual FCM Proceeds					
Qtr. 1	\$ 53,176	\$ 12,784	\$ 531,549	\$ 70,991	\$ 668,500
Qtr. 2	52,687	20,996	548,426	72,917	695,026
Qtr. 3	53,692	8,063	488,353	61,440	611,548
Qtr. 4	54,394	10,468	452,378	67,753	584,992
Total	\$ 213,948	\$ 52,311	\$ 2,020,705	\$ 273,101	\$ 2,560,067
Actual FCM Expenses					
Financial Assurance					
Qtr. 1	\$ -	\$ -	\$ -	\$ -	\$ -
Qtr. 2	-	-	1,000	-	1,000
Qtr. 3	-	-	-	-	-
Qtr. 4	-	-	-	-	-
Total	\$ -	\$ -	\$ 1,000	\$ -	\$ 1,000
Other					
Qtr. 1	\$ 2,389	\$ -	\$ 26,059	\$ 5,355	\$ 33,803
Qtr. 2	24,764	3,796	40,523	20,213	89,296
Qtr. 3	3,470	6,921	17,276	8,912	36,579
Qtr. 4	2,627	1,760	5,801	15,352	25,540
Total	\$ 33,250	\$ 12,477	\$ 89,659	\$ 49,832	\$ 185,218
Total Financial Assurance & Other	\$ 33,250	\$ 12,477.1	\$ 90,659	\$ 49,832	\$ 186,218
Actual Net FCM Proceeds*	\$ 180,699	\$ 39,834	\$ 1,930,047	\$ 223,269	\$ 2,373,849

* The CORE Electric Utilities leverage the Forward Capacity Market which provides additional energy efficiency funds to the NH CORE energy efficiency programs. The FCM proceeds budget and actual FCM proceeds are allocated to the residential and the C&I sectors based on an estimate of each sector's contribution to peak demand reduction (approximately 30% for the Residential sector and 70% for the C&I sector). Initially approved by the Commission in its Order No. 24,930 in DE 08-130 dated January 5, 2009 (2009 CORE Programs) and in all subsequent CORE program Orders.

4th Quarter Report
January 2016 - December 2016

Expenses By Activity
Residential Programs

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Home Energy Assistance	Internal Admin	\$ 3,529	\$ 17,500	\$ 93,921	\$ 26,710	\$ 141,660	\$ 8,143	\$ 14,857	\$ 23,001	\$ 164,660
	External Admin	-	18,733	-	6,042	24,775	-	5,554	5,554	30,329
	Rebate/Services	261,644	218,191	2,358,313	276,132	3,114,280	914,958	167,832	1,082,790	4,197,070
	Implementation Services	40,534	29,430	101,661	54,706	226,332	59,268	41,125	100,393	326,725
	Marketing	-	1,686	4,311	-	5,997	-	-	-	5,997
	EM&V	9,251	6,836	72,594	5,738	94,419	21,273	3,090	24,363	118,782
	Total	\$ 314,958	\$ 292,376	\$ 2,630,799	\$ 369,329	\$ 3,607,463	\$ 1,003,642	\$ 232,459	\$ 1,236,101	\$ 4,843,563
EnergyStar® Homes	Internal Admin	\$ 4,388	\$ 6,889	\$ 32,843	\$ 10,016	\$ 54,137	\$ 1,269	\$ 4,643	\$ 5,912	\$ 60,049
	External Admin	-	6,902	-	895	7,797	-	707	707	8,504
	Rebate/Services	52,044	59,943	1,091,620	130,908	1,334,515	67,564	71,513	139,077	1,473,592
	Implementation Services	15,731	48,367	112,614	14,888	191,600	6,449	9,036	15,485	207,086
	Marketing	2,402	664	11,244	-	14,310	5,274	-	5,274	19,584
	EM&V	11,419	6,274	61,368	10,419	89,480	18,681	4,758	23,439	112,919
	Total	\$ 85,984	\$ 129,039	\$ 1,309,689	\$ 167,126	\$ 1,691,839	\$ 99,238	\$ 90,657	\$ 189,895	\$ 1,881,733
HP w/EnergyStar®	Internal Admin	\$ 5,631	\$ 11,531	\$ 63,382	\$ 26,710	\$ 107,254	\$ 12,020	\$ 10,214	\$ 22,235	\$ 129,489
	External Admin	-	13,135	34	7,128	20,298	-	5,037	5,037	25,335
	Rebate/Services	114,156	122,976	1,278,934	155,175	1,671,241	382,122	76,474	458,596	2,129,837
	Implementation Services	22,157	50,305	187,285	72,689	332,436	54,356	31,300	85,656	418,092
	Marketing	3,248	1,111	4,812	753	9,924	9,938	753	10,691	20,615
	EM&V	10,782	5,422	64,605	5,738	86,547	20,371	2,124	22,495	109,043
	Total	\$ 155,975	\$ 204,480	\$ 1,599,053	\$ 268,193	\$ 2,227,701	\$ 478,807	\$ 125,903	\$ 604,709	\$ 2,832,411
EnergyStar® Products	Internal Admin	\$ 2,972	\$ 14,366	\$ 63,382	\$ 21,702	\$ 102,422	\$ 7,109	\$ 23,215	\$ 30,323	\$ 132,746
	External Admin	-	14,392	-	10,055	24,447	-	8,201	8,201	32,647
	Rebate/Services	171,603	137,262	1,557,117	278,437	2,144,420	849,139	281,684	1,130,824	3,275,243
	Implementation Services	36,425	88,744	77,101	35,104	237,374	79,279	28,396	107,675	345,049
	Marketing	11,400	6,567	72,038	8,276	98,281	15,330	5,649	20,979	119,261
	EM&V	6,242	3,403	29,819	4,662	44,127	23,055	4,828	27,883	72,010
	Total	\$ 228,643	\$ 264,733	\$ 1,799,458	\$ 358,236	\$ 2,651,071	\$ 973,912	\$ 351,973	\$ 1,325,885	\$ 3,976,956

4th Quarter Report
January 2016 - December 2016

Expenses by Activity
Residential Programs (Continued)

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Other*	Internal Admin	\$ 5,532	\$ 1,472	\$ 8,643	\$ -	\$ 15,647	\$ 2,736	\$ 3,194	\$ 5,930	\$ 21,577
	External Admin	-	-	-	17,336	17,336	-	4,656	4,656	21,992
	Rebate/Services	-	-	424,120	-	424,120	204,888	-	204,888	629,008
	Implementation Services	-	-	1,732	16,023	17,755	23,173	1,260	24,433	42,189
	Marketing	-	-	-	6,860	6,860	4,946	-	4,946	11,806
	EM&V	8,765	2,271	36,827	-	47,863	9,300	-	9,300	57,164
	Total	\$ 14,297	\$ 3,743	\$ 471,322	\$ 40,219	\$ 529,582	\$ 245,044	\$ 9,110	\$ 254,153	\$ 783,735
Total Residential	Internal Admin	\$ 22,053	\$ 51,757	\$ 262,171	\$ 85,139	\$ 421,120	\$ 31,277	\$ 56,123	\$ 87,400	\$ 508,521
	External Admin	-	53,161	34	41,457	94,653	-	24,155	24,155	118,807
	Rebate/Services	599,447	538,373	6,710,104	840,652	8,688,576	2,418,672	597,503	3,016,175	11,704,751
	Implementation Services	114,848	216,846	480,394	193,410	1,005,498	222,526	111,117	333,642	1,339,140
	Marketing	17,051	10,028	92,405	15,889	135,373	35,488	6,402	41,890	177,263
	EM&V	46,459	24,206	265,213	26,557	362,435	92,681	14,800	107,481	469,917
	Total	\$ 799,858	\$ 894,372	\$ 7,810,321	\$ 1,203,104	\$ 10,707,655	\$ 2,800,643	\$ 810,100	\$ 3,610,743	\$ 14,318,398
Total %	Internal Admin	2.8%	5.8%	3.4%	7.1%	3.9%	1.1%	6.9%	2.4%	3.6%
	External Admin	0.0%	5.9%	0.0%	3.4%	0.9%	0.0%	3.0%	0.7%	0.8%
	Rebate/Services	74.9%	60.2%	85.9%	69.9%	81.1%	86.4%	73.8%	83.5%	81.7%
	Implementation Services	14.4%	24.2%	6.2%	16.1%	9.4%	7.9%	13.7%	9.2%	9.4%
	Marketing	2.1%	1.1%	1.2%	1.3%	1.3%	1.3%	0.8%	1.2%	1.2%
	EM&V	5.8%	2.7%	3.4%	2.2%	3.4%	3.3%	1.8%	3.0%	3.3%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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

4th Quarter Report
January 2016 - December 2016

Expenses by Activity
C&I and Municipal Programs

		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Large Business Energy Solutions	Internal Admin	\$ 5,735	\$ 5,788	\$ 167,674	\$ 41,735	\$ 220,932	\$ 10,237	\$ 23,215	\$ 33,452	\$ 254,383
	External Admin	-	5,798	-	4,585	10,383	-	3,536	3,536	13,918
	Rebate/Services	546,112	56,815	3,731,460	580,319	4,914,706	1,214,541	269,404	1,483,945	6,398,651
	Implementation Services	96,653	38,979	474,501	46,419	656,552	88,962	17,411	106,373	762,925
	Marketing	4,889	558	18,533	319	24,299	12,254	65	12,319	36,618
	EM&V	18,299	1,371	84,514	14,939	119,123	38,587	4,828	43,415	162,539
	Total	\$ 671,688	\$ 109,309	\$ 4,476,682	\$ 688,316	\$ 5,945,995	\$ 1,364,581	\$ 318,458	\$ 1,683,039	\$ 7,629,034
Small Business Energy Solutions	Internal Admin	\$ 3,845	\$ 14,857	\$ 78,939	\$ 26,710	\$ 124,351	\$ 8,428	\$ 16,715	\$ 25,143	\$ 149,494
	External Admin	-	14,884	-	2,940	17,824	-	5,999	5,999	23,823
	Rebate/Services	211,489	170,350	1,922,468	430,653	2,734,960	658,724	164,013	822,737	3,557,697
	Implementation Services	63,147	60,070	354,724	32,868	510,809	87,899	17,089	104,989	615,798
	Marketing	5,923	1,432	3,534	234	11,123	16,707	3,656	20,364	31,486
	EM&V	14,447	3,520	41,776	5,738	65,480	27,739	3,476	31,215	96,695
	Total	\$ 298,850	\$ 265,112	\$ 2,401,442	\$ 499,144	\$ 3,464,547	\$ 799,498	\$ 210,949	\$ 1,010,447	\$ 4,474,994
Municipal	Internal Admin	\$ 1,243	\$ 11,172	\$ 51,858	\$ 16,550	\$ 80,823	\$ -	\$ -	\$ -	\$ 80,823
	External Admin	-	11,192	-	4,124	15,316	-	-	-	15,316
	Rebate/Services	129,680	131,278	1,329,010	100,581	1,690,549	-	-	-	1,690,549
	Implementation Services	23,792	39,453	41,516	10,157	114,918	-	-	-	114,918
	Marketing	1,236	1,339	2,277	87	4,939	-	-	-	4,939
	EM&V	7,088	2,647	22,404	2,869	35,008	-	-	-	35,008
	Total	\$ 163,039	\$ 197,081	\$ 1,447,065	\$ 134,369	\$ 1,941,553	\$ -	\$ -	\$ -	\$ 1,941,553
Other*	Internal Admin	\$ 7,333	\$ 4,629	\$ 15,557	\$ 14,223	\$ 41,743	\$ -	\$ 3,158	\$ 3,158	\$ 44,900
	External Admin	-	1,197	-	9,620	10,817	-	3,771	3,771	14,588
	Rebate/Services	10,464	14,807	854,182	-	879,453	24,070	-	24,070	903,523
	Implementation Services	-	3,000	68,171	-	71,171	-	-	-	71,171
	Marketing	-	115	1,772	7,721	9,608	-	-	-	9,608
	EM&V	11,619	5,583	73,047	-	90,249	-	-	-	90,249
	Total	\$ 29,416	\$ 29,331	\$ 1,012,730	\$ 31,564	\$ 1,103,041	\$ 24,070	\$ 6,928	\$ 30,999	\$ 1,134,040

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

4th Quarter Report
 January 2016 - December 2016

Expenses by Activity
 C&I and Municipal Program Total and Grand Total (Residential, C&I and Municipal)

		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Total C&I and Municipal	Internal Admin	\$ 18,157	\$ 36,445	\$ 314,029	\$ 99,218	\$ 467,849	\$ 18,665	\$ 43,087	\$ 61,752	\$ 529,601
	External Admin	-	33,071	-	21,270	54,340	-	13,306	13,306	67,646
	Rebate/Services	897,744	373,250	7,837,120	1,111,554	10,219,668	1,897,335	433,417	2,330,752	12,550,420
	Implementation Services	183,591	141,502	938,913	89,445	1,353,451	176,861	34,500	211,361	1,564,812
	Marketing	12,047	3,444	26,117	8,360	49,968	28,961	3,721	32,683	82,651
	EM&V	51,453	13,120	221,741	23,546	309,861	66,326	8,304	74,630	384,491
	Total		\$ 1,162,993	\$ 600,832	\$ 9,337,919	\$ 1,353,393	\$ 12,455,137	\$ 2,188,150	\$ 536,335	\$ 2,724,484
Total C&I and Municipal %	Internal Admin	1.6%	6.1%	3.4%	7.3%	3.8%	0.9%	8.0%	2.3%	3.5%
	External Admin	0.0%	5.5%	0.0%	0	0.4%	0.0%	2.5%	0.5%	0.4%
	Rebate/Services	77.2%	62.1%	83.9%	82.1%	82.1%	86.7%	80.8%	85.5%	82.7%
	Implementation Services	15.8%	23.6%	10.1%	0	10.9%	8.1%	6.4%	7.8%	10.3%
	Marketing	1.0%	0.6%	0.3%	0.6%	0.4%	1.3%	0.7%	1.2%	0.5%
	EM&V	4.4%	2.2%	2.4%	1.7%	2.5%	3.0%	1.5%	2.7%	2.5%
	Total		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Grand Total (Residential, C&I and Municipal)	Internal Admin	\$ 40,210	\$ 88,202	\$ 576,200	\$ 184,358	\$ 888,969	\$ 49,942	\$ 99,210	\$ 149,152	\$ 1,038,122
	External Admin	-	86,232	34	62,726	148,993	-	37,461	37,461	186,453
	Rebate/Services	1,497,191	911,623	14,547,224	1,952,206	18,908,244	4,316,007	1,030,920	5,346,927	24,255,171
	Implementation Services	298,439	358,347	1,419,307	282,855	2,358,949	399,387	145,616	545,004	2,903,952
	Marketing	29,098	13,472	118,522	24,249	185,341	64,449	10,123	74,573	259,914
	EM&V	97,913	37,327	486,953	50,104	672,297	159,007	23,105	182,112	854,408
	Total		\$ 1,962,850	\$ 1,495,203	\$ 17,148,241	\$ 2,556,497	\$ 23,162,792	\$ 4,988,793	\$ 1,346,435	\$ 6,335,228
Grand Total % (Residential, C&I and Municipal)	Internal Admin	2.0%	5.9%	3.4%	7.2%	3.8%	1.0%	7.4%	2.4%	3.5%
	External Admin	0.0%	5.8%	0.0%	2.5%	0.6%	0.0%	2.8%	0.6%	0.6%
	Rebate/Services	76.3%	61.0%	84.8%	76.4%	81.6%	86.5%	76.6%	84.4%	82.2%
	Implementation Services	15.2%	24.0%	8.3%	11.1%	10.2%	8.0%	10.8%	8.6%	9.8%
	Marketing	1.5%	0.9%	0.7%	0.9%	0.8%	1.3%	0.8%	1.2%	0.9%
	EM&V	5.0%	2.5%	2.8%	2.0%	2.9%	3.2%	1.7%	2.9%	2.9%
	Total		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

4th Quarter Report
January 2016 - December 2016

Evaluation, Monitoring and Verification (EM&V)

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Annual Budget¹		\$ 82,473	\$ 874,330	\$ 155,828	\$ 1,112,631	\$ 335,809	\$ 40,876	\$ 376,685	\$ 1,489,316
Actual Expenses²									
Qtr. 1	\$ 24,801	\$ 2,923	\$ 111,310	\$ 3,276	\$ 142,310	\$ 37,025	\$ 2,047	\$ 39,072	\$ 181,382
Qtr. 2	\$ 37,699	\$ 9,467	\$ 161,423	\$ 11,347	\$ 219,935	\$ 42,030	\$ 1,734	\$ 43,764	\$ 263,699
Qtr. 3	\$ 35,413	\$ 24,937	\$ 214,221	\$ 35,480	\$ 310,051	\$ 79,952	\$ 19,324	\$ 99,276	\$ 409,327
Qtr. 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 97,913	\$ 37,327	\$ 486,953	\$ 50,104	\$ 672,297	\$ 159,007	\$ 23,105	\$ 182,112	\$ 854,408

Notes:

- (1) The Evaluation, Monitoring and Verification budget is based on 5% of the annual NH CORE Energy Efficiency Program budget.
(2) The actual EM&V expenses for each program are included in the expense totals reported for each program.

Status of EM&V Studies:

	Est. Cost	Vendor	Status
NE Avoided Energy Supply Cost Study (2015)	\$38,000	TCR	Completed: 3-27-2015 (Revised 3-25-2016)
- Peak/Super Peak Avoided Cost Study	\$10,000	TCR	Completed: 3-7-2016
- TCR Update for 2018 Plan (Appendices B, C, D)	\$17,400	TCR	ECD: Q4 2016
Treat/Otter Auditing/Tracking Software	\$150,000	PSD	Annual cost billed monthly
NEEP/CEE Regional/National M&E:	\$100,000	NEEP	Ongoing
- Early Replacement Measures, Phase 2 (Gas)		Evergreen Econ	Completed: 11-4-2015
2015 NEEP Carryover Initiatives			
- Incremental Cost Research (Emerging Technologies)		NEEP	Completed: Q2 2016
- Net Savings Guidelines & Supporting Research		NEEP	Completed: Q2 2016
- Loadshape Data Catalog		NEEP	Completed: Q2 2016
2016 NEEP Initiatives			
- Steering Committee Facilitation & Info Exchange		NEEP	Ongoing
- EM&V Protocols, Reporting Tools & Training		NEEP	Ongoing
- EM&V 2.0 - Advanced Data Collection & Data Analytics		NEEP	Ongoing
- EM&V for EE & Demand Side Energy Resources Integration		NEEP	Ongoing
- EM&V for New Technologies & Program Models		NEEP	Ongoing
- State EE Data Analysis & Trends (REED database)		NEEP	Annual, ECD: Q4 2016
Energy Star Homes - Process & Impact Evaluation	\$160,000	ERS	ECD: Q1 2017
Energy Star Product Program - Impact Evaluation	tbd	tbd	ECD: 2016-2017
Home Energy Reports Pilot Program Evaluation (Eversource)	\$61,000	Navigant	Completed: 3-24-2016

NEEP/CEE Webinar/Conference Schedule

June 6, 1:00 PM: Emerging Technologies Incremental Cost Research
May 26, 2:30 PM: Forum Net Savings Guidelines Webinar
June 13-14: NEEP Summit at Bretton Woods, NH
June 15: Raise the Rooftop on HVAC Efficiency (MA)
[June 23, 1-3 PM: EM&V 2.0 Webinar](#)
[Jun 24: Making EE Visible in the Real Estate Market \(Webinar\)](#)
Jul 21-22: NEEP Air Source Heat Pump Workshop @ Mitsubishi
Sep 8, 11:00 AM-12:30: Geo-targeting & Demand Response Workshop.
Sep 14-15: CEE Industry Partner Mtg (Nashville)
[Sep 20: Residential Lighting Workshop \(CT\)](#)
[Sep 20-22: NEEP Workshops, EnergizeCT Center, North Haven, CT](#)
[Sep 21: Home Energy Management Systems \(CT\)](#)
Sep 22: EM&V 2.0 Workshop (CT)
Nov 9: 2016 NH High Performance Schools Summit
Nov 15: NE Strategic Energy Mgmt Collaborative Workshop (MA)

Evaluations available at: http://www.puc.state.nh.us/Electric/Monitoring%20and%20Evaluation%20Reports/Monitoring_Evaluation_Report_List.htm

4th Quarter Report
 January 2016 - December 2016

Revolving Loan Fund (RLF)

Description	Electric Utilities			
	Liberty Utilities	NHEC	Eversource	Unitil
Amount Available to Loan				
Revolving Loan Fund ¹	\$ 303,000	\$ 296,996	\$ 690,000	\$ 800,250
Less: Loans	465,037	543,905	1,430,258	1,212,639
Plus: Loan Payments Received	260,245	402,722	1,038,463	661,537
Current Balance	98,208	155,813	298,205	249,147
Less: Loans in Process	-	8,000	-	51,097
Less: Potential Loans	-	-	12,000	-
Amount Available to Loan	\$ 98,208	\$ 147,813	\$ 286,205	\$ 198,050
Maximum Loans and Maximum Term				
Residential	Maximum Loan	\$ 2,000	\$ 2,000	\$ 2,000
	Maximum Term	2 Years	2 Years	2 Years
Municipal and C&I ²	Maximum Loan	\$ 50,000		\$ 50,000
	Maximum Term	10 Years	Smart Start	Smart Start
Year-to-date Project Financing Information				
Residential	No. of Projects Financed	-	11	14
	Average Loan Amount	\$ -	\$ 1,545	\$ 1,537
Municipal and C&I ²	No. of Projects Financed	-	-	2
	Average Loan Amount	N/A	N/A	30,605

Notes:

- (1) Includes funds from a RGGI-funded grant awarded to the Electric Utilities in 2009 and CORE Program funds.
- (2) Not applicable to the NHEC and PSNH. Utilize SmartStart Loan Program.

4th Quarter Report
January 2016 - December 2016

Smart Start Program

Description	NHEC	Eversource
Year-to-Date Amount Available to Loan		
Loan Fund Balance ¹	\$ 687,643	\$ 344,603
Less: Loans	112,071	899,896
Plus: Loan Repayments (excluding reserve for bad debt)	87,707	898,774
Current Balance	\$ 663,279	\$ 343,482
Less: Loans in Process	-	-
Less: Potential Loans	-	-
Add: Anticipated Loan Repayments Thru Year End	-	-
Amount Available to Loan	\$ 663,279	\$ 343,482
Year-to-Date Reserve for Bad Debt (Uncollectibles)		
Initial Balance	Not Applicable	212,838
Plus: Bad Debt Collections ²		44,939
Less: Bad Debt Charges		-
Ending Balance		\$ 257,777
Year-to-date Administrative and Implementation Expenses ³	\$ 1,254	\$ 28,724
Year-to-date Payments to Contractors Supporting Customer Projects	\$ 112,071	\$ 899,896
Year-to-date Performance Incentive ⁴	Not Applicable	\$ 53,926
Year-to-date Project Financing Information		
Municipal and C&I ⁵		
No. of Projects Financed	6	18
Total Loan Amount	\$ 112,071	\$ 899,896
Average Loan Amount	\$ 18,679	\$ 49,994
Lifetime kWh Savings ⁶	\$ 315,263	-
Lifetime MMBTU Savings ⁶	-	Not Applicable
Lifetime kWh Savings ⁷	4,098,419	17,165,924
Lifetime MMBTU Savings ⁷	-	Not Applicable
Lifetime Electric Bill Savings	42,384	\$ 2,571,268

Notes:

- (1) As of January 1, 2016.
- (2) 5% of the loan amount is reserved for uncollectibles.
- (3) Eversource's Annual Budget: \$52,000 (see page 16).
- (4) The performance incentive is based on 6% of the loan repayments, excluding the reserve for bad debt.
- (5) C&I not applicable to Eversource; Municipal only.
- (6) Also reported in the applicable C&I program report.
- (7) Incremental savings not reported elsewhere.

4th Quarter Report
January 2016 - December 2016

Residential Third Party Financing Option
Funded Through the CORE Programs

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas ¹	Sub-total Gas	
Amount Available for Interest Rate Buy-Downs									
Beginning Balance ¹	\$ 4,780	\$ 8,000	\$ 10,000	\$ 20,000	\$ 42,780	\$ 36,920	\$ 10,000	\$ 46,920	\$ 89,700
Less: Interest Rate Buy-Downs Paid	\$ 188	\$ 1,048	\$ 9,942	\$ -	\$ 11,177	\$ 17,296	\$ 939	\$ 18,235	\$ 29,412
Current Balance	\$ 4,592	\$ 6,952	\$ 58	\$ 20,000	\$ 31,603	\$ 19,624	\$ 9,061	\$ 28,685	\$ 60,288
Less: Potential Interest Rate Buy-Downs ²	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Amount Available for Interest Rate Buy-Downs	\$ 4,592	\$ 6,952	\$ 58	\$ 20,000	\$ 31,603	\$ 19,624	\$ 9,061	\$ 28,685	\$ 60,288
Year-to-date Project Loan Information									
No. of Projects Financed	1	4	13	-	18	21	3	24	42
Total Project Cost ³	\$ 4,304	\$ 28,795	\$ 149,452	\$ -	\$ 182,550	\$ 191,921	\$ 16,969	\$ 208,890	\$ 391,440
Average Project Cost ³	\$ 4,304	\$ 7,199	\$ 11,496	\$ -	\$ 10,142	\$ 9,139	\$ 5,656	\$ 8,704	\$ 9,320
Total Loan Amount	\$ 2,879	\$ 16,425	\$ 90,308	\$ -	\$ 109,612	\$ 159,768	\$ 12,250	\$ 172,018	\$ 281,630
Average Loan Amount	\$ 2,879	\$ 4,106	\$ 6,947	\$ -	\$ 6,090	\$ 7,608	\$ 4,083	\$ 7,167	\$ 6,705
Average Loan Term (years)	3.0	3.5	4.7	-	4.3	4.6	3.6	4.5	4.4
Total Interest Rate Buy-Down Amount	\$ 188	\$ 1,048	\$ 9,942	\$ -	\$ 11,177	\$ 17,296	\$ 939	\$ 18,235	\$ 29,412
Average Interest Rate Buy-Down Amount	\$ 188	\$ 262	\$ 765	\$ -	\$ 621	\$ 824	\$ 313	\$ 760	\$ 700
Average Gross Interest Rate	6.49%	6.37%	6.49%	0.00%	6.46%	6.56%	5.99%	6.49%	6.48%
Average Customer Interest Rate	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
Average Sq. Footage of Home (HPwES Projects)	1,103	1,683	2,630	-	2,335	1,362	2,115	1,456	1,833
Total Estimated Annual Space Heating Energy Savings (MMBtu) ⁴	8	123	658	-	789	481	40	522	1,311
Average Estimated Annual Space Heating Energy Savings (MMBtu)	8	31	51	0	12	13	-	22	31
No. of Loan Write-offs	-	-	-	-	-	-	-	-	-
Total Loan Write-off Amount	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Pre-paid Interest Rate Buy-Down Amount Associated with Loan Write-off	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Notes:

- (1) As of January 1, 2016.
- (2) Estimated based on outstanding loan authorizations.
- (3) Includes utility and customer costs.
- (4) Also reported in the applicable Residential program reports. Includes space heating savings associated with all fuel sources.

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Residential Third Party Financing Option
Funded Through BetterBuildings OEP/CDFA Collaboration

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Amount Available for Interest Rate Buy-Downs									
Beginning Balance ¹	\$ 9,540	\$ -	\$ 76,636	\$ 13,920	\$ 100,096	\$ 31,980	\$ 4,920	\$ 36,900	\$ 136,996
Less: Interest Rate Buy-Downs Paid	\$ -	\$ -	\$ 9,354	\$ -	\$ 9,354	\$ -	\$ -	\$ -	\$ 9,354
Current Balance	\$ 9,540	\$ -	\$ 67,282	\$ 13,920	\$ 90,742	\$ 31,980	\$ 4,920	\$ 36,900	\$ 127,642
Less: Potential Interest Rate Buy-Downs ²	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Amount Available for Interest Rate Buy-Downs	\$ 9,540	\$ -	\$ 67,282	\$ 13,920	\$ 90,742	\$ 31,980	\$ 4,920	\$ 36,900	\$ 127,642
Year-to-date Project Loan Information									
No. of Projects Financed	-	-	16	-	16	-	-	-	16
Total Project Cost ³	\$ -	\$ -	\$ 155,202	\$ -	\$ 155,202	\$ -	\$ -	\$ -	\$ 155,202
Average Project Cost ³	-	-	\$ 9,700	-	\$ 9,700	-	-	-	\$ 9,700
Total Loan Amount	\$ -	\$ -	\$ 91,717	\$ -	\$ 91,717	\$ -	\$ -	\$ -	\$ 91,717
Average Loan Amount	-	-	\$ 5,732	-	\$ 5,732	-	-	-	\$ 5,732
Average Loan Term (years)	-	-	4.2	-	4.2	-	-	-	4.2
Total Interest Rate Buy-Down Amount	\$ -	\$ -	\$ 9,354	\$ -	\$ 9,354	\$ -	\$ -	\$ -	\$ 9,354
Average Interest Rate Buy-Down Amount	-	-	\$ 585	-	\$ 585	-	-	-	\$ 585
Average Gross Interest Rate	0.00%	0.00%	6.37%	0.00%	6.37%	0.00%	0.00%	0.00%	6.37%
Average Customer Interest Rate	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
Average Sq. Footage of Home (HPwES Projects)	-	-	2,192	-	2,192	-	-	-	2,192
Total Estimated Annual Space Heating Energy Savings (MMBtu) ⁴	-	-	634	-	634	-	-	-	\$ 634
Average Estimated Annual Space Heating Energy Savings (MMBtu)	-	-	40	0	40	-	-	-	40
No. of Loan Write-offs	-	-	-	-	-	-	-	-	-
Total Loan Write-off Amount	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Pre-paid Interest Rate Buy-Down Amount Associated with Loan Write-off	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Notes:

- (1) As of January 1, 2015.
- (2) Estimated based on outstanding loan authorizations.
- (3) Includes utility and customer costs.
- (4) Also reported in the applicable Residential program reports. Includes space heating savings associated with all fuel sources.

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

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	59	2,264,881	34	719,054	548	8,754,806	50	862,222	691	12,600,962
Expenses / Lifetime MMBtu Savings	\$314,958	24,313	\$292,376	19,381	\$2,630,799	189,454	\$369,329	22,695	\$3,607,463	255,843
Home Performance w/ENERGY STAR										
Number of Rebates / Lifetime kWh Savings	103	8,300,650	52	1,051,721	511	7,626,644	55	1,251,028	721	18,230,043
Expenses / Lifetime MMBtu Savings	\$155,975	13,812	\$204,480	24,279	\$1,599,053	271,852	\$268,193	34,324	\$2,227,701	344,267
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	24	4,845,143	14	2,772,195	504	27,962,252	104	3,275,526	646	38,855,116
Expenses / Lifetime MMBtu Savings	\$85,984	11,966	\$129,039	17,711	\$1,309,689	219,214	\$167,126	21,032	\$1,691,839	269,923
ENERGY STAR Products										
Number of Rebates / Lifetime kWh Savings	9,087	14,210,905	8,638	13,755,383	61,644	103,220,376	18,564	29,876,568	97,933	161,063,232
Expenses / Lifetime MMBtu Savings	\$228,643	1,078	\$264,733	2,215	\$1,799,458	15,786	\$358,236	1,055	\$2,651,071	20,135
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	22	64,921,084	8	8,156,453	288	359,499,153	24	66,998,073	342	499,574,763
Expenses / Lifetime MMBtu Savings	\$671,688	0	\$109,309	0	\$4,476,682	0	\$688,316	0	\$5,945,995	0
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	21	9,643,523	46	9,548,979	356	110,535,030	56	18,801,450	479	148,528,982
Expenses / Lifetime MMBtu Savings	\$298,850	0	\$265,112	0	\$2,401,442	0	\$499,144	0	\$3,464,547	0
Municipal Program										
Number of Participants / Lifetime kWh Savings	5	6,388,505	15	2,738,138	109	67,018,465	6	2,077,283	135	78,222,391
Expenses / Lifetime MMBtu Savings	\$163,039	0	\$197,081	9,105	\$1,447,065	110,706	\$134,369	11,670	\$1,941,553	131,480
Educational Programs										
Expenses	\$10,464		\$19,343		\$175,525		\$21,951		\$227,282	
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	0	0	0	0	47,922	33,220,690	0	0	47,922	33,220,690
Expenses / Lifetime MMBtu Savings	\$33,250	0	\$12,478	0	\$1,279,803	0	\$49,832	0	\$1,375,363	0
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$1,254		\$28,724		\$0		\$29,978	
Total Program Expenses	\$1,962,850		\$1,495,203		\$17,148,241		\$2,556,497		\$23,162,792	

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Electric Programs

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

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

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	51	1,941,158	30	633,605	477	7,624,064	43	740,315	601	10,939,142
Expenses / Lifetime MMBtu Savings	\$269,941	20,838	\$257,632	17,078	\$2,291,014	164,985	\$317,111	19,486	\$3,135,697	222,387
Home Performance w/ENERGY STAR										
Number of Rebates / Lifetime kWh Savings	103	8,300,650	52	1,051,721	511	7,626,644	55	1,251,028	642	14,774,536
Expenses / Lifetime MMBtu Savings	\$155,975	13,812	\$204,480	24,279	\$1,599,053	271,852	\$268,193	34,324	\$2,227,701	342,421
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	24	4,845,143	14	2,772,195	504	27,962,252	104	3,275,526	646	38,855,116
Expenses / Lifetime MMBtu Savings	\$85,984	11,966	\$129,039	17,711	\$1,309,689	219,214	\$167,126	21,032	\$1,691,839	269,923
ENERGY STAR Products										
Number of Rebates / Lifetime kWh Savings	9,087	14,210,905	8,638	13,755,383	61,644	103,220,376	18,564	29,876,568	88,868	211,773,411
Expenses / Lifetime MMBtu Savings	\$228,643	1,078	\$264,733	2,215	\$1,799,458	15,786	\$358,236	1,055	\$2,651,071	19,056
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	22	64,921,084	8	8,156,453	288	359,499,153	24	66,998,073	341	444,297,201
Expenses / Lifetime MMBtu Savings	\$671,688	0	\$109,309	0	\$4,476,682	0	\$688,316	0	\$5,945,995	0
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	21	9,643,523	46	9,548,979	356	110,535,030	56	18,801,450	479	148,528,982
Expenses / Lifetime MMBtu Savings	\$298,850	0	\$265,112	0	\$2,401,442	0	\$499,144	0	\$3,464,547	0
Municipal Program										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
Educational Programs										
Expenses	\$10,464		\$19,343		\$175,525		\$21,951		\$227,282	
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	0	0	0	0	47,922	33,220,690	0	0	47,922	33,220,690
Expenses / Lifetime MMBtu Savings	\$33,250	0	\$12,478	0	\$1,279,803	0	\$49,832	0	\$1,375,363	0
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$1,254		\$28,724		\$0		\$29,978	
Total Program Expenses	\$1,754,794		\$1,263,378		\$15,361,390		\$2,369,910		\$20,749,473	

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

4th Quarter Report
January 2016 - December 2016
Electric Programs

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

(Energy Efficiency Fund Only - Regional Greenhouse Gas Initiative) *

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	8	323,722	4	85,449	71	1,130,742	7	121,907	90	1,661,820
Expenses / Lifetime MMBtu Savings	\$45,017	3,475	\$34,745	2,303	\$339,785	24,469	\$52,218	3,209	\$471,766	33,456
Home Performance w/ENERGY STAR										
Number of Rebates / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	-	\$0	0
ENERGY STAR Products										
Number of Rebates / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
Municipal Program										
Number of Participants / Lifetime kWh Savings	5	6,388,505	15	2,738,138	109	67,018,465	6	2,077,283	135	78,222,391
Expenses / Lifetime MMBtu Savings	\$163,039	0	\$197,081	9,105	\$1,447,065	110,706	\$134,369	11,670	\$1,941,553	131,480
Educational Programs										
Expenses	\$0		\$0		\$0		\$0		\$0	
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$0		\$0		\$0		\$0	
Total Program Expenses	\$208,056		\$231,825		\$1,786,850		\$186,587		\$2,413,319	

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

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

	LU-Gas		Unitil-Gas		Total	
Home Energy Assistance						
Number of Units	246		30		276	
Expenses / Lifetime MMBtu Savings	\$1,003,642	142,295	\$232,459	20,134	\$1,236,101	162,429
Home Performance w/ENERGY STAR						
Number of Units	669		33		702	
Expenses / Lifetime MMBtu Savings	\$478,807	311,156	\$125,903	22,279	\$604,709	333,435
ENERGY STAR Homes						
Number of Homes	41		20		61	
Expenses / Lifetime MMBtu Savings	\$99,238	23,438	\$90,657	28,495	\$189,895	51,933
ENERGY STAR Products						
Number of Rebates	1,569		486		2,055	
Expenses / Lifetime MMBtu Savings	\$973,912	283,075	\$351,973	84,115	\$1,325,885	367,190
Large Business Energy Solutions						
Number of Participants	1,162		36		1,198	
Expenses / Lifetime MMBtu Savings	\$1,364,581	633,480	\$318,458	218,051	\$1,683,039	851,531
Small Business Energy Solutions						
Number of Participants	2,413		81		2,494	
Expenses / Lifetime MMBtu Savings	\$799,498	350,303	\$210,949	111,159	\$1,010,447	461,462
Educational Programs						
Expenses	\$24,070		\$16,038		\$40,109	
Company Specific Programs / FCM Expenses						
Number of Participants	25,000		0		25,000	
Expenses / Lifetime MMBtu Savings	\$245,044	43,961	\$0	0	\$245,044	43,961
Total Program Expenses	\$4,988,793		\$1,346,435		\$6,335,228	

4th Quarter Report
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Program Results
RGGI Grant Award (RFP #14-004)

Description	2016			2017			2018			Total			
	Retail	Large Business	Sub-Total	Retail	Large Business	Sub-Total	Retail	Large Business	Sub-Total	Retail	Large Business	Total	
Program Expenses ¹	Budget	\$ 223,256	\$ 148,837	\$ 372,093	\$ 223,256	\$ 148,837	\$ 372,093	\$ 223,256	\$ 148,837	\$ 372,093	\$ 669,768	\$ 446,511	\$ 1,116,279
	Actual	\$ 130,990	\$ 119,015	\$ 250,005	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 130,990	\$ 119,015	\$ 250,005
	Percent	59%	80%	67%	0%	0%	0%	0%	0%	0%	20%	27%	22%
Program Participation	Goal	196	129	325	195	128	323	194	128	322	585	385	970
	Actual	119	25	144	-	-	-	-	-	-	119	25	144
	Percent	61%	19%	44%	0%	0%	0%	0%	0%	0%	20%	6%	15%
Annual kWh Savings	Goal	485	320	805	482	317	799	479	315	794	1,446	952	2,398
	Actual	6,080	18,134	24,214	-	-	-	-	-	-	6,080	18,134	24,214
	Percent	1254%	5667%	3008%	0%	0%	0%	0%	0%	0%	420%	1905%	1010%
Lifetime kWh Savings	Goal	8,729	5,754	14,483	8,673	5,714	14,387	8,616	5,674	14,290	26,018	17,142	43,160
	Actual	146,120	293,360	439,480	-	-	-	-	-	-	146,120	293,360	439,480
	Percent	1674%	5098%	3034%	0%	0%	0%	0%	0%	0%	562%	1711%	1018%
Annual MMBtu Savings	Goal	3,952	2,513	6,465	3,926	2,496	6,423	3,900	2,479	6,379	11,778	7,488	19,267
	Actual	2,188	6,273	8,461	-	-	-	-	-	-	2,188	6,273	8,461
	Percent	55%	250%	131%	0%	0%	0%	0%	0%	0%	19%	84%	44%
Lifetime MMBtu Savings	Goal	38,916	23,825	62,741	38,668	23,662	62,330	38,412	23,495	61,907	115,996	70,982	186,978
	Actual	43,643	44,400	88,043	-	-	-	-	-	-	43,643	44,400	88,043
	Percent	112%	186%	140%	0%	0%	0%	0%	0%	0%	38%	63%	47%
Annual CO2 Reductions (in Metric Tons)	Actual	142	434	576	-	-	-	-	-	-	142	434	576
Lifetime CO2 Reductions (in Metric Tons)	Actual	2,821	147,722	150,543	-	-	-	-	-	-	2,821	147,722	150,543

Notes:

(1) Program expenses shown in this report exclude the performance incentive. The performance incentive is calculated by multiplying the total actual program expenses by 7.5%.