### 2014 Quarterly Report As of March 31, 2014 CORE NH Program Highlights

| NH CORE                           | EXPEN        | SES     | SAVING      | GS             | SAVING      | GS                       | NUMBI       | ER OF        |
|-----------------------------------|--------------|---------|-------------|----------------|-------------|--------------------------|-------------|--------------|
| ENERGY EFFICIENCY PROGRAMS        | (\$)         |         | (Lifetime   | (Lifetime kWh) |             | (Lifetime Gas Pgm MMBTU) |             | MERS         |
|                                   | Actual + In  | Percent | Actual + In | Percent        | Actual + In | Percent                  | Actual + In |              |
|                                   | Process +    | of      | Process +   | of             | Process +   | of                       | Process +   | Percent of   |
|                                   | Prospective  | Budget  | Prospective | Budget         | Prospective | Budget                   | Prospective | Budget       |
|                                   |              |         |             |                |             |                          |             |              |
| RESIDENTIAL (nhsaves@home)        |              |         |             |                |             |                          |             |              |
| ENERGY STAR Homes                 | \$961,753    | 61%     | 10,840,152  | 69%            | 7,705       | 18%                      | 392         | 80%          |
| NH Home Performance w/Energy Star | \$2,561,300  | 70%     | 20,372,793  | 484%           | 45,223      | 13%                      | 1,010       | 51%          |
| Home Energy Assistance            | \$1,748,905  | 34%     | 5,145,351   | 72%            | 92,951      | 61%                      | 535         | 73%          |
| ENERGY STAR Lighting              | \$1,140,899  | 83%     | 36,900,255  | 100%           |             |                          | 189,157     | 58%          |
| ENERGY STAR Appliances            | \$1,096,947  | 28%     | 12,569,630  | 29%            | 97,060      | 39%                      | 7,637       | 30%          |
| TOTAL RESIDENTIAL                 | \$7,509,802  | 48%     | 85,828,182  | 81%            | 242,940     | 30%                      | 198,731     | 56%          |
| COMMERCIAL & INDUSTRIAL           |              |         |             |                |             |                          |             |              |
| (nhsaves@work)                    |              |         |             |                |             |                          |             |              |
| Small Business Energy Solutions   | \$2,672,609  | 55%     | 83,399,828  | 72%            | 253,555     | 52%                      | 771         | 37%          |
| Large Business Energy Solutions   | \$5,842,347  | 71%     | 257,107,248 | 85%            | 468,245     |                          | 326         | 47%          |
| Municipal Program                 | \$1,047,777  | 52%     | 42,249,518  | 71%            |             |                          | 79          | 17%          |
| TOTAL COMMERICAL & INDUSTRIAL     | \$9,562,734  | 62%     | 382,756,594 | 80%            | 721,800     | 49%                      | 1,176       | 36%          |
| TOTAL                             | \$47.070.F00 | FF0/    | 100 504 770 | 000/           | 004 700     | 400/                     | 400.007     | <b>50</b> 0/ |
| TOTAL                             | \$17,072,536 | 55%     | 468,584,776 | 80%            | 964,739     | 42%                      | 199,907     | 56%          |

| nhsaves@home      |         | Budget Goal                             |                    | Thru 3/               | /31/2014         |                                 | Percent of      |
|-------------------|---------|---|--------------------|-----------------------|------------------|---------------------------------|-----------------|
| Energy Star He    | omes    | (2014)                                  | Actual             |                       | Prospective      | Total                           | Budget/Goal     |
| Lifergy Gtar Ti   | Onics   | (2014)                                  | Aotaai             | 1111100033            | Troopcouve       | i Otai                          | Daagerooa       |
| Program Expense   | es (\$) |   |                    |                       |                  |                                 |                 |
| LU                | (+)     | \$96,320                                | \$1,397            | \$0                   | \$0              | \$1,397                         | 1.5%            |
| NHEC              |         | \$157,488                               | \$16,739           | \$23,590              | \$5,898          | \$46,227                        | 29.4%           |
| PSNH              |         | \$962,928                               | \$109,506          | \$43,802              | \$652,692        | \$806,000                       | 83.7%           |
| Unitil            |         | \$195,000                               | \$12,378           | \$14,500              | \$31,900         | \$58,778                        | 30.1%           |
| LU Gas            |         | \$94,500                                | \$10,695           | \$3,217               | \$0              | \$13,912                        | 14.7%           |
| Unitil Gas        |         | \$80,000                                | \$6,439            | \$5,800               | \$23,200         | \$35,439                        | 44.3%           |
| J                 | Total   | \$1,586,236                             | \$157,154          | \$90,909              | \$713,690        | \$961,753                       | 60.6%           |
|                   |         | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | , , ,              | , ,                   | , -,             | ,                               |                 |
| Program Participa | ation   |   |                    |                       |                  |                                 |                 |
| LU                |         | 27                                      | 1                  | 0                     | 0                | 1                               | 3.7%            |
| NHEC              |         | 32                                      | 1                  | 8                     | 5                | 14                              | 43.8%           |
| PSNH              |         | 329                                     | 15                 | 6                     | 327              | 348                             | 105.7%          |
| Unitil            |         | 50                                      | 1                  | 5                     | 11               | 17                              | 34.0%           |
| LU Gas            |         | 37                                      | 1                  | 1                     | 0                | 2                               | 5.4%            |
| Unitil Gas        |         | <u>13</u>                               | <u>0</u>           | <u>2</u>              | <u>8</u>         | <u>10</u>                       | 76.9%           |
|                   | Total   | 488                                     | <br>19             | <u></u>               | 3 <del>5</del> 1 | 392                             | 80.3%           |
|                   |         |   |                    |                       |                  |                                 |                 |
| Annual kWh Savi   | ings    |   |                    |                       |                  |                                 |                 |
| LU                |         | 48,722                                  | 23                 | 0                     | 0                | 23                              | 0.0%            |
| NHEC              |         | 32,022                                  | 10,604             | 28,579                | 2,381            | 41,564                          | 129.8%          |
| PSNH              |         | 515,572                                 | 18,637             | 7,455                 | 406,287          | 432,378                         | 83.9%           |
| Unitil            |         | 153,488                                 | 11,986             | 12,666                | 19,000           | 43,652                          | 28.4%           |
| LU Gas            |         | 0                                       | 0                  | 0                     | 0                | 0                               | 0.0%            |
| Unitil Gas        |         | <u>0</u>                                | <u>0</u>           | <u>0</u>              | <u>0</u>         | <u>0</u>                        | <u>0.0%</u>     |
|                   | Total   | 749,804                                 | 41,250             | 48,700                | 427,668          | 517,617                         | 69.0%           |
|                   |         |   |                    |                       |                  |                                 |                 |
| Lifetime kWH Sav  | vings   |   |                    |                       |                  |                                 |                 |
| LU                |         | 1,038,066                               | 115                | 0                     | 0                | 115                             | 0.0%            |
| NHEC              |         | 667,745                                 | 259,936            | 668,140               | 21,649           | 949,725                         | 142.2%          |
| PSNH              |         | 10,656,034                              | 398,652            | 159,461               | 8,690,614        | 9,248,726                       | 86.8%           |
| Unitil            |         | 3,265,778                               | 283,717            | 327,869               | 30,000           | 641,586                         | 19.6%           |
| LU Gas            |         | 0                                       | 0                  | 0                     | 0                | 0                               | 0.0%            |
| Unitil Gas        |         | <u>0</u>                                | <u>0</u>           | <u>0</u>              | <u>0</u>         | <u>0</u>                        | <u>0.0%</u>     |
|                   | Total   | 15,627,623                              | 942,420            | 1,155,470             | 8,742,263        | 10,840,152                      | 69.4%           |
| Annual MMBTU S    | Povinge |   |                    |                       |                  |                                 |                 |
| LU                | Javings | 854                                     | 0                  | 0                     | 0                | 0                               | 0.0%            |
| NHEC              |         | 601                                     | 0                  | 39                    | 0                | 40                              | 6.6%            |
| PSNH              |         | 8,313                                   | 700                | 280                   | 15,238           | 16,218                          | 195.1%          |
| Unitil            |         | 2,023                                   | 2                  | 108                   | 500              | 610                             | 30.2%           |
| LU Gas            |         | 1,013                                   | 33                 | 84                    | 0                | 116                             | 11.5%           |
| Unitil Gas        |         | 792                                     | <u>0</u>           | 80                    | 1 <u>60</u>      | 240                             | 30.3%           |
| Officia Gas       | Total   | 13,596                                  | 735                | <u>50</u><br>591      | 15,898           | 17,224                          | 126.7%          |
|                   | lotai   | 13,390                                  | 755                | 391                   | 13,090           | 17,224                          | 120.7 /6        |
| Lifetime MMBTU    | Savings |   |                    |                       |                  |                                 |                 |
| LU                | J 190   | 21,268                                  | 0                  | 0                     | 0                | 0                               | 0.0%            |
| NHEC              |         | 14,755                                  | 4                  | 981                   | 0                | 985                             | 6.7%            |
| PSNH              |         | 206,888                                 | 15,023             | 6,009                 | 327,501          | 348,533                         | 168.5%          |
| Unitil            |         | 49,228                                  | 2,654              | 2,633                 | 10,000           | 15,287                          | 31.1%           |
| LU Gas            |         | 25,315                                  | 815                | 2,033                 | 0                | 2,905                           | 11.5%           |
| Unitil Gas        |         | 25,515<br><u>17,537</u>                 | <u>0</u>           | 2,090<br><u>1,600</u> | 3,200            | 2,905<br>4,800                  | 27.4%           |
| Officia Gas       | Total   | 334,991                                 | <u>∪</u><br>18,496 | 13,313                | 3,200<br>340,701 | 4, <u>800</u><br><b>372,510</b> | 27.4%<br>111.2% |
|                   | i Ulai  | JJ4,331                                 | 10,430             | 13,313                | 340,701          | 312,310                         | 111.470         |
|                   |         |   |                    |                       |                  |                                 |                 |

| "Fossil" Fuel Sa | vings by Fuel Type | e (from Elec  | tric Program  | s)                   |              |          |
|------------------|--------------------|---------------|---------------|----------------------|--------------|----------|
|                  |                    | NHEC          | PSNH          |                      |              | Total    |
|                  | Liberty Annual     | <u>Annual</u> | <u>Annual</u> | <b>Unitil</b> Annual | Total Annual | Lifetime |
|                  | MMBTU              | MMBTU         | MMBTU         | MMBTU                | MMBTU        | MMBTU    |
| Fuel Type        | Savings            | Savings       | Savings       | Savings              | Savings      | Savings  |
| Oil              | 0                  | 0             | 0             | 2                    | 2            | 43       |
| NG               | 0                  | 0             | 186           | 0                    | 186          | 3,562    |
| LP               | 0                  | 0             | 391           | 0                    | 391          | 11,626   |
| Kerosene         | 0                  | 0             | 0             | 0                    | 0            | 0        |
| Wood             | 0                  | 0             | 123           | 0                    | 123          | 2,450    |
| Wood Pellets     | 0                  | 0             | 0             | 0                    | 0            | 0        |
| Other            | 0                  | 0             | 0             | 0                    | 0            | 0        |

Actual = Homes that have been completed, incentives paid and are recorded (booked) in utility accounting system In Process = Customer has signed a Builder Participation Agreement and are in process of building the home. Prospective = Customer/Builder has the Builder Participation Agreement but has not yet signed, but expects to.

| nhsaves@home          |          | Budget Goal     |                    | Thru 3/3      | R1/2014        |                   | Percent of    |
|-----------------------|----------|-----------------|--------------------|---------------|----------------|-------------------|---------------|
| NH Home Performa      | nce w/F  | (2014)          | Actual             | In Process    | Prospective    | Total             | Budget/Goal   |
| Will Home I chomia    | IICC W/L | (2014)          | Aotuai             | 1111100033    | Trospective    | Total             | Daagerooa     |
| Program Expenses (\$  | ()       |                 |                    |               |                |                   |               |
| LU                    | ,        | \$174,579       | \$32,816           | \$0           | \$0            | \$32,816          | 18.8%         |
| NHEC                  |          | \$295,292       | \$26,302           | \$73,382      | \$15,104       | \$114,787         | 38.9%         |
| PSNH                  |          | \$2,127,844     | \$423,673          | \$1,140,272   | \$437,374      | \$2,001,319       | 94.1%         |
| Unitil                |          | \$216,667       | \$43,864           | \$72,365      | \$126,786      | \$243,015         | 112.2%        |
| LU Gas                |          | \$766,500       | \$62,170           | \$0           | \$0            | \$62,170          | 8.1%          |
| Unitil Gas            |          | \$80,000        | <u>\$27,680</u>    | \$33,247      | \$46,266       | \$107,19 <u>3</u> | 134.0%        |
|                       | Total    | \$3,660,882     | \$616,504          | \$1,319,266   | \$625,530      | \$2,561,300       | 70.0%         |
|                       |          | . , ,           | . ,                | . , ,         | . ,            | . , ,             |               |
| Program Participation |          |                 |                    |               |                |                   |               |
| LU                    |          | 74              | 21                 | 0             | 0              | 21                | 28.4%         |
| NHEC                  |          | 70              | 5                  | 28            | 5              | 38                | 54.3%         |
| PSNH                  |          | 1,254           | 160                | 430           | 165            | 755               | 60.2%         |
| Unitil                |          | 56              | 11                 | 25            | 64             | 100               | 178.6%        |
| LU Gas                |          | 522             | 52                 | 0             | 0              | 52                | 10.0%         |
| Unitil Gas            |          | <u>19</u>       | <u>9</u>           | <u>15</u>     | <u>20</u>      | <u>44</u>         | <u>231.6%</u> |
|                       | Total    | 1,995           | 258                | 498           | 254            | 1,010             | 50.6%         |
|                       |          |                 |                    |               |                |                   |               |
| Annual kWh Savings    |          |                 |                    |               |                |                   |               |
| LU                    |          | 18,874          | 10,617             | 0             | 0              | 10,617            | 56.3%         |
| NHEC                  |          | 41,859          | 3,198              | 28,252        | 4,765          | 36,215            | 86.5%         |
| PSNH                  |          | 282,631         | 218,673            | 587,684       | 225,507        | 1,031,863         | 365.1%        |
| Unitil                |          | 25,207          | 13,496             | 22,284        | 25,392         | 61,172            | 242.7%        |
| LU Gas                |          | 0               | 0                  | 0             | 0              | 0                 | 0.0%          |
| Unitil Gas            |          | <u>0</u>        | <u>0</u>           | <u>0</u>      | <u>0</u>       | <u>0</u>          | <u>0.0%</u>   |
|                       | Total    | 368,571         | 245,984            | 638,220       | 255,664        | 1,139,867         | 309.3%        |
|                       |          |                 |                    |               |                |                   |               |
| Lifetime kWh Savings  | i        | 004.000         | 000 500            | •             |                | 000 500           | 400.007       |
| LU                    |          | 231,888         | 238,503            | 0             | 0              | 238,503           | 102.9%        |
| NHEC                  |          | 468,010         | 39,109             | 402,061       | 66,844         | 508,014           | 108.5%        |
| PSNH                  |          | 3,092,910       | 3,938,808          | 10,585,547    | 4,061,896      | 18,586,250        | 600.9%        |
| Unitil                |          | 417,410         | 231,845            | 382,861       | 425,320        | 1,040,026         | 249.2%        |
| LU Gas                |          | 0               | 0                  | 0             | 0              | 0                 | 0.0%          |
| Unitil Gas            |          | <u>0</u>        | 0                  | <u>0</u>      | <u>0</u>       | <u>0</u>          | 0.0%          |
|                       | Total    | 4,210,218       | 4,448,265          | 11,370,469    | 4,554,060      | 20,372,793        | 483.9%        |
| Applied MAMPTH Candle | 200      |                 |                    |               |                |                   |               |
| Annual MMBTU Savir    | igs      | 983             | 0                  | 0             | 0              | 0                 | 0.00/         |
| LU                    |          |                 |                    |               | 0              | 0                 | 0.0%          |
| NHEC                  |          | 1,656           | 94<br>3 533        | 821<br>11 600 |                | 915               | 55.3%         |
| PSNH<br>Unitil        |          | 16,200          | 3,533              | 11,600        | 4,450<br>1,409 | 19,583            | 120.9%        |
|                       |          | 1,803           | 305<br>721         | 903           | 1,498          | 2,706             | 150.1%        |
| LU Gas                |          | 17,160          | 721                | 0             | 0              | 721               | 4.2%          |
| Unitil Gas            | Tetel    | <u>849</u>      | <u>246</u>         | 433<br>43.757 | 669<br>6 647   | 1,348             | 158.8%        |
|                       | Total    | 38,651          | 4,898              | 13,757        | 6,617          | 25,273            | 65.4%         |
| Lifetime MMBTU Savi   | nge (fro | m Oil Natural C | as Karasana        | Coal Mood)    |                |                   |               |
| LU Savi               | ngs (IIO |                 | as, Kerosene,<br>0 | •             | 0              | 0                 | 0.00/         |
|                       |          | 20,571          | 1,789              | 0<br>16 696   | 0<br>0         | 0<br>18,476       | 0.0%          |
| NHEC                  |          | 32,708          | ·                  | 16,686        |                | ·                 | 56.5%         |
| PSNH                  |          | 338,515         | 74,042             | 243,135       | 93,250         | 410,427           | 121.2%        |
| Unitil                |          | 41,273          | 6,564              | 19,370        | 32,584         | 58,518            | 141.8%        |
| LU Gas                |          | 343,209         | 16,584             | 0             | 0              | 16,584            | 4.8%          |
| Unitil Gas            |          | <u>17,928</u>   | <u>5,127</u>       | <u>9,321</u>  | <u>14,191</u>  | <u>28,639</u>     | <u>159.7%</u> |
|                       | Total    | 794,204         | 104,107            | 288,512       | 140,025        | 532,644           | 67.1%         |
|                       |          |                 |                    |               |                |                   |               |

Actual = Home Weatherization complete, incentives paid and are recorded (booked) in utility accounting system In Process = Customer/Utility have signed off on the audit and the job is being scheduled. Prospective = Customer has told the utility they are interested, lead assigned to Contractor.

|        |                                 |           | D. L. 15 .               | udget Goal Thru 3/31/2014 Percent of |                             |                                |                          |                           |  |  |  |  |
|--------|---------------------------------|-----------|--------------------------|--------------------------------------|-----------------------------|--------------------------------|--------------------------|---------------------------|--|--|--|--|
|        | ves@home<br>home energy assista | nce       | Budget Goal<br>(2014)    | Actual                               |                             | /31/2014<br>Prospective        | Total                    | Percent of<br>Budget/Goal |  |  |  |  |
|        | nome energy assista             | ilice     | (2017)                   | Actual                               | 1111100633                  | Trospective                    | Total                    | Budget/Ooai               |  |  |  |  |
|        | ram Expenses (\$)               |           |                          |                                      |                             |                                |                          |                           |  |  |  |  |
|        | LU                              |           | \$325,797                | \$26,167                             | \$69,193                    | \$0                            | \$95,361                 | 29.3%                     |  |  |  |  |
|        | NHEC                            |           | \$294,554                | \$86,458                             | \$112,287                   | \$0                            | \$198,745                | 67.5%                     |  |  |  |  |
|        | PSNH                            |           | \$2,835,595              | \$624,570                            | \$228,901                   | \$53,600                       | \$907,071                | 32.0%                     |  |  |  |  |
|        | Unitil                          |           | \$482,762                | \$40,997                             | \$82,360                    | \$63,487                       | \$186,844                | 38.7%                     |  |  |  |  |
|        | LU Gas                          |           | \$923,250                | \$243,276                            | \$0                         | \$0                            | \$243,276                | 26.3%                     |  |  |  |  |
|        | Unitil Gas                      |           | \$232,069                | <u>\$11,112</u>                      | <u>\$6,496</u>              | \$100,000                      | <u>\$117,608</u>         | <u>50.7%</u>              |  |  |  |  |
|        |                                 | Total     | \$5,094,027              | \$1,032,581                          | \$499,237                   | \$217,087                      | \$1,748,905              | 34.3%                     |  |  |  |  |
| Drog   | ram Participation               |           |                          |                                      |                             |                                |                          |                           |  |  |  |  |
| _      | LU                              |           | 40                       | 4                                    | 6                           | 0                              | 10                       | 25.0%                     |  |  |  |  |
|        | NHEC                            |           | 34                       | 8                                    | 18                          | 0                              | 26                       | 76.5%                     |  |  |  |  |
|        |                                 |           |                          |                                      |                             |                                |                          |                           |  |  |  |  |
|        | PSNH                            |           | 343                      | 151                                  | 56                          | 13                             | 220                      | 64.1%                     |  |  |  |  |
|        | Unitil                          |           | 92                       | 1                                    | 14                          | 26                             | 41<br>177                | 44.6%                     |  |  |  |  |
|        | LU Gas                          |           | 182                      | 177                                  | 0                           | 0                              | 177                      | 97.3%                     |  |  |  |  |
|        | Unitil Gas                      | T-1-      | <u>43</u>                | <u>0</u>                             | <u>1</u>                    | <u>60</u>                      | <u>61</u>                | <u>141.9%</u>             |  |  |  |  |
|        |                                 | Total     | 734                      | 341                                  | 95                          | 99                             | 535                      | 72.8%                     |  |  |  |  |
| Annı   | ual kWh Savings                 |           |                          |                                      |                             |                                |                          |                           |  |  |  |  |
|        | LU                              |           | 46,487                   | 5,366                                | 20,916                      | 0                              | 26,282                   | 56.5%                     |  |  |  |  |
|        | NHEC                            |           | 50,410                   | 8,461                                | 33,427                      | 0                              | 41,888                   | 83.1%                     |  |  |  |  |
|        | PSNH                            |           | 394,091                  | 152,218                              | 56,452                      | 13,105                         | 221,775                  | 56.3%                     |  |  |  |  |
|        | Unitil                          |           | 72,532                   | 819                                  | 18,178                      | 14,138                         | 33,135                   | 45.7%                     |  |  |  |  |
|        | LU Gas                          |           | 0                        | 0                                    | 0                           | 0                              | 0                        | 0.0%                      |  |  |  |  |
|        | Unitil Gas                      |           | <u>0</u>                 | <u>0</u>                             | <u>0</u>                    | <u>0</u>                       | <u>0</u>                 | 0.0%                      |  |  |  |  |
|        |                                 | Total     | 563 <u>,</u> 520         | 166,864                              | 128 <u>,</u> 973            | 27 <u>,</u> 243                | 323,080                  | 57.3%                     |  |  |  |  |
|        |                                 | . Otal    | 000,020                  | 100,004                              | 120,010                     | 21,210                         | 020,000                  | 01.1070                   |  |  |  |  |
| Lifeti | me kWh Savings                  |           |                          |                                      |                             |                                |                          |                           |  |  |  |  |
|        | LU                              |           | 718,833                  | 76,389                               | 407,360                     | 0                              | 483,749                  | 67.3%                     |  |  |  |  |
|        | NHEC                            |           | 775,937                  | 109,670                              | 542,298                     | 0                              | 651,968                  | 84.0%                     |  |  |  |  |
|        | PSNH                            |           | 4,779,714                | 2,394,534                            | 888,039                     | 206,152                        | 3,488,725                | 73.0%                     |  |  |  |  |
|        | Unitil                          |           | 855,658                  | 5,733                                | 260,131                     | 255,045                        | 520,909                  | 60.9%                     |  |  |  |  |
|        | LU Gas                          |           | 0                        | 0                                    | 0                           | 0                              | 0                        | 0.0%                      |  |  |  |  |
|        | Unitil Gas                      |           | <u>0</u>                 | <u>0</u>                             | <u>0</u>                    | <u>0</u>                       | <u>0</u>                 | 0.0%                      |  |  |  |  |
|        |                                 | Total     | 7,13 <mark>0</mark> ,142 | 2,586,326                            | 2,097,828                   | 461,197                        | 5,14 <del>5</del> ,351   | <del>72.2%</del>          |  |  |  |  |
| Ann:   | ial MMPTH Sovies                | ac /fram  | Oil Natural Ca           | e Kerosono                           | Coal Mood                   |                                |                          |                           |  |  |  |  |
|        | ıal MMBTU Savin։<br>LU          | ys (IIOIN | 899                      | is, Kerosene,<br>3                   | 703                         | 0                              | 706                      | 78.5%                     |  |  |  |  |
|        | NHEC                            |           | 808                      | 259                                  | 703<br>521                  | 0                              | 700<br>780               | 96.6%                     |  |  |  |  |
| ĺ      | PSNH                            |           | 6,858                    | 259<br>2,377                         | 884                         | 207                            | 3,469                    | 50.6%                     |  |  |  |  |
| ĺ      | Unitil                          |           |                          | 2,377<br>59                          | 376                         |                                | 3,469<br>696             |                           |  |  |  |  |
|        | LU Gas                          |           | 1,848                    |                                      |                             | 261                            |                          | 37.7%<br>30.5%            |  |  |  |  |
|        |                                 |           | 5,812                    | 2,297                                | 0                           | 0                              | 2,297                    | 39.5%                     |  |  |  |  |
|        | Unitil Gas                      | Total     | 1,829                    | <u>0</u>                             | 33<br>2 548                 | <u>1,980</u>                   | 2,013                    | 110.1%                    |  |  |  |  |
|        |                                 | Total     | 18,054                   | 4,995                                | 2,518                       | 2,448                          | 9,960                    | 55.2%                     |  |  |  |  |
| Prog   | ram Savings (Life               | time MN   | IBTU Savings f           | rom Oil, Natui                       | ral Gas, Keros              | ene, Coal, Woo                 | od)                      |                           |  |  |  |  |
| _      | LU                              |           | 18,391                   | 68                                   | 14,182                      | 0                              | <sup>´</sup> 14,250      | 77.5%                     |  |  |  |  |
|        | NHEC                            |           | 10,402                   | 5,554                                | 10,019                      | 0                              | 15,572                   | 149.7%                    |  |  |  |  |
|        | PSNH                            |           | 141,114                  | 49,353                               | 18,846                      | 4,413                          | 72,611                   | 51.5%                     |  |  |  |  |
|        | Unitil                          |           | 36,614                   | 1,342                                | 8,002                       | 5,127                          | 14,471                   | 39.5%                     |  |  |  |  |
|        | LU Gas                          |           | 116,239                  | 50,009                               | 0                           | 0                              | 50,009                   | 43.0%                     |  |  |  |  |
|        |                                 |           |                          | ,                                    |                             | -                              | ~~,~~                    | 10.070                    |  |  |  |  |
|        |                                 |           |                          |                                      | 842                         | 42 100                         | •                        |                           |  |  |  |  |
|        | Unitil Gas                      | Total     | 37,039<br><b>359,799</b> | <u>0</u><br>106,326                  | <u>842</u><br><b>51,891</b> | <u>42,100</u><br><b>51,640</b> | 42,942<br><b>209,856</b> | 115.9%<br><b>58.3%</b>    |  |  |  |  |

Actual = Home Weatherization complete, incentives paid and are recorded (booked) in utility accounting system In Process = Customer/Utility have signed off on the audit and the job is being scheduled. Prospective = Customer has told the utility they are interested, lead assigned to Contractor.

| nhsaves@home          | Budget Goal     |                 | Thru 3/3        | 31/2014                  |                 | Percent of   |
|-----------------------|-----------------|-----------------|-----------------|--------------------------|-----------------|--------------|
| ENERGY STAR Lighting  | (2014)          | Actual          | In Process      | Prospective              | Total           | Budget/Goal  |
| D                     |                 |                 |                 |                          |                 |              |
| Program Expenses (\$) | <b>4400 000</b> | 00.074          | •               | 00                       | 00.074          | 5.00/        |
| LU                    | \$108,360       | \$6,374         | \$0             | <b>\$</b> 0              | \$6,374         | 5.9%         |
| NHEC                  | \$127,960       | \$66,726        | \$22,850        | \$0                      | \$89,576        | 70.0%        |
| PSNH                  | \$918,853       | \$691,952       | \$129,035       | \$132,135                | \$953,122       | 103.7%       |
| Unitil                | \$225,000       | <u>\$42,450</u> | <u>\$49,377</u> | <u>\$0</u>               | <u>\$91,827</u> | <u>40.8%</u> |
| Total                 | \$1,380,173     | \$807,501       | \$201,262       | \$132,135                | \$1,140,899     | 82.7%        |
| Program Participation |                 |                 |                 |                          |                 |              |
| LU                    | 6,793           | 7,630           | 0               | 0                        | 7,630           | 112.3%       |
| NHEC                  | 26,974          | 9,920           | 3,920           | 0                        | 13,840          | 51.3%        |
| PSNH                  | 261,808         | 105,932         | 21,142          | 29,203                   | 156,277         | 59.7%        |
| Unitil                | 32,339          | 5,057           | 6,353           | <u>0</u>                 | 11,410          | 35.3%        |
| Total                 | 327,914         | 128,539         | 31,415          | 29 <u>,</u> 203          | 189,157         | 57.7%        |
| Annual kWh Savings    |                 |                 |                 |                          |                 |              |
| LU                    | 419,266         | 149,322         | 0               | 0                        | 149,322         | 35.6%        |
| NHEC                  | 451,690         | 189,881         | 82,308          | 0                        | 272,189         | 60.3%        |
| PSNH                  | 4,040,029       | 2,039,627       | 407,071         | 562,278                  | 3,008,975       | 74.5%        |
| Unitil                | 553,921         | 88,074          | 127,499         | 0                        | 215,573         | 38.9%        |
| Total                 | 5,464,906       | 2,466,904       | 616,878         | 562,278                  | 3,646,059       | 66.7%        |
| Lifetime kWH Savings  |                 |                 |                 |                          |                 |              |
| LU                    | 2,615,391       | 1,932,299       | 0               | 0                        | 1,932,299       | 73.9%        |
| NHEC                  | 3,757,690       | 2,457,177       | 1,247,111       | 0                        | 3,704,288       | 98.6%        |
| PSNH                  | 25,209,816      | 19,428,926      | 3,877,642       | 5,356,105                | 28,662,673      | 113.7%       |
| Unitil                | 5,187,643       | 915,750         | 1,685,245       | 0                        | 2,600,995       | 50.1%        |
| Total                 | 36,770,540      | 24,734,152      | 6,809,998       | 5,35 <mark>6</mark> ,105 | 36,900,255      | 100.4%       |

Actual = Lighting products purchased, incentives paid and are recorded (booked) in utility accounting system In Process = Customer received incentive, utility has been billed, but payment has not yet hit the utilities' books. Prospective = Estimated number of rebates/incentives to be paid over the remaining program period. (Participant is expressed as number of items rebated.)

|                        |       | 5 1 15 11                |                 |              |                  |               |              |
|------------------------|-------|--------------------------|-----------------|--------------|------------------|---------------|--------------|
| nhsaves@home           |       | Budget Goal              |                 |              | 31/2014          |               | Percent of   |
| ENERGY STAR Appliance  | es    | (2014)                   | Actual          | In Process   | Prospective      | Total         | Budget/Goal  |
| Drogram Evnances (\$)  |       |                          |                 |              |                  |               |              |
| Program Expenses (\$)  |       | <b>ቀ</b> ንጋን <b>7</b> ንቦ | ΦE 024          | \$0          | ΦO               | ¢E 024        | 2.3%         |
| LU                     |       | \$222,739                | \$5,034         | •            | \$0<br>\$0       | \$5,034       |              |
| NHEC                   |       | \$350,010                | \$45,774        | \$30,884     | \$0<br>\$450.705 | \$76,659      | 21.9%        |
| PSNH                   |       | \$1,851,137              | \$315,173       | \$339,911    | \$153,765        | \$808,849     | 43.7%        |
| Unitil                 |       | \$285,000                | \$30,823        | \$32,629     | <b>\$</b> 0      | \$63,452      | 22.3%        |
| LU Gas                 |       | \$766,500                | \$72,953        | \$0          | \$0              | \$72,953      | 9.5%         |
| Unitil Gas             |       | \$400,000                | <u>\$58,710</u> | \$11,290     | <u>\$0</u>       | \$70,000      | <u>17.5%</u> |
|                        | Total | \$3,875,386              | \$528,467       | \$414,714    | \$153,765        | \$1,096,947   | 28.3%        |
| Program Participation  |       |                          |                 |              |                  |               |              |
| ĽU                     |       | 1,656                    | 284             | 0            | 0                | 284           | 17.1%        |
| NHEC                   |       | 2,304                    | 427             | 242          | 0                | 669           | 29.0%        |
| PSNH                   |       | 16,652                   | 3,002           | 793          | 2,009            | 5,804         | 34.9%        |
| Unitil                 |       | 2,512                    | 201             | 292          | 0                | 493           | 19.6%        |
| LU Gas                 |       | 1,781                    | 341             | 0            | 0                | 341           | 19.1%        |
| Unitil Gas             |       | 410                      | <u>40</u>       | <u>6</u>     | <u>0</u>         | <u>46</u>     | 11.2%        |
| Official Gas           | Total | 25,315                   | 4,295           | 1,333        | 2,009            | 7,637         | 30.2%        |
|                        | IOtai | 23,313                   | 4,293           | 1,333        | 2,009            | 1,031         | 30.2 /6      |
| Annual kWh Savings     |       |                          |                 |              |                  |               |              |
| LU                     |       | 267,130                  | 41,014          | 0            | 0                | 41,014        | 15.4%        |
| NHEC                   |       | 422,608                  | 64,670          | 49,027       | 0                | 113,697       | 26.9%        |
| PSNH                   |       | 3,040,019                | 445,623         | 136,848      | 294,275          | 876,746       | 28.8%        |
| Unitil                 |       | 307,635                  | 44,768          | 57,314       | Ó                | 102,082       | 33.2%        |
| LU Gas                 |       | 0                        | 0               | 0            | 0                | 0             | 0.0%         |
| Unitil Gas             |       | <u>0</u>                 | <u>0</u>        | <u>0</u>     | <u>0</u>         | <u>0</u>      | 0.0%         |
| Critii Gus             | Total | 4,03 <del>7</del> ,392   | 596,075         | 243,189      | 294 <u>,</u> 275 | 1,133,539     | 28.1%        |
|                        | lotai | 4,007,002                | 330,073         | 243,103      | 254,215          | 1,100,000     | 20.170       |
| Lifetime kWh Savings   |       |                          |                 |              |                  |               |              |
| LU                     |       | 2,832,541                | 451,667         | 0            | 0                | 451,667       | 15.9%        |
| NHEC                   |       | 4,516,778                | 719,041         | 510,068      | 0                | 1,229,109     | 27.2%        |
| PSNH                   |       | 31,957,307               | 4,955,683       | 1,559,550    | 3,264,796        | 9,780,029     | 30.6%        |
| Unitil                 |       | 3,323,237                | 478,151         | 630,674      | 0                | 1,108,825     | 33.4%        |
| LU Gas                 |       | 0                        | 0               | 0            | 0                | 0             | 0.0%         |
| Unitil Gas             |       | 0                        | <u>0</u>        | <u>0</u>     | <u>0</u>         | <u>0</u>      | 0.0%         |
| Ornai Gas              | Total | <u>⊻</u><br>42,629,863   | 6,604,542       | 2,700,292    | 3,264,796        | 12,569,630    | 29.5%        |
|                        | TOtal | 42,029,003               | 0,004,342       | 2,700,292    | 3,204,790        | 12,303,030    | 29.3 /6      |
| Annual MMBTU Savings   |       |                          |                 |              |                  |               |              |
| LU                     |       | 1,491                    | 358             | 0            | 0                | 358           | 24.0%        |
| NHEC                   |       | 2,293                    | 423             | 359          | 0                | 782           | 34.1%        |
| PSNH                   |       | 12,067                   | 2,566           | 3,318        | 1,058            | 6,942         | 57.5%        |
| Unitil                 |       | 1,446                    | 138             | 284          | 0                | 422           | 29.2%        |
| LU Gas                 |       | 10,140                   | 4,350           | 0            | 0                | 4,350         | 42.9%        |
| Unitil Gas             |       | <u>3,964</u>             | <u>631</u>      | <u>88</u>    | <u>0</u>         | <u>719</u>    | <u>18.1%</u> |
|                        | Total | 31,401                   | 8,466           | 4,049        | 1,058            | 13,573        | 43.2%        |
|                        |       |                          |                 |              |                  |               |              |
| Lifetime MMBTU Savings | 8     | 24.004                   | 6.000           | 0            | 0                | 6 000         | OF 40/       |
| LU                     |       | 24,691                   | 6,263           | 0            | 0                | 6,263         | 25.4%        |
| NHEC                   |       | 38,419                   | 6,598           | 6,699        | 0                | 13,297        | 34.6%        |
| PSNH                   |       | 188,374                  | 45,252          | 60,033       | 18,729           | 124,014       | 65.8%        |
| Unitil                 |       | 23,594                   | 1,974           | 4,436        | 0                | 6,410         | 27.2%        |
| LU Gas                 |       | 173,723                  | 83,220          | 0            | 0                | 83,220        | 47.9%        |
| Unitil Gas             |       | <u>75,533</u>            | <u>12,148</u>   | <u>1,692</u> | <u>0</u>         | <u>13,840</u> | <u>18.3%</u> |
|                        | Total | 524,334                  | 155,455         | 72,860       | 18,729           | 247,044       | 47.1%        |
|                        |       |                          |                 |              |                  |               |              |

Actual = Customer purchased appliance, incentives paid and are recorded (booked) in utility accounting system In Process = Customer received incentive, utility has been billed, but payment has not yet hit the utilities' books. Prospective = Estimated number of rebates/incentives to be paid over the remaining program period.

| nhsaves@work          |                          | Budget Goal            |                          | Thru 3/                  | /31/2014                 |                          | Percent of                   |
|-----------------------|--------------------------|------------------------|--------------------------|--------------------------|--------------------------|--------------------------|------------------------------|
| Small Business En     | ergy Sol                 | (2014)                 | Actual                   | In Process               | Prospective              | Total                    | Budget/Goal                  |
|                       |                          | , ,                    |                          |                          | •                        |                          |                              |
| Program Expenses (    | 5)                       |                        |                          |                          |                          |                          |                              |
| LU                    |                          | \$366,954              | \$31,806                 | \$100,352                | \$90,177                 | \$222,334                | 60.6%                        |
| NHEC                  |                          | \$356,113              | \$42,296                 | \$52,963                 | \$114,667                | \$209,925                | 58.9%                        |
| PSNH                  |                          | \$2,397,304            | \$455,357                | \$139,280                | \$590,543                | \$1,185,180              | 49.4%                        |
| Unitil                |                          | \$456,899              | \$154,277                | \$102,270                | \$0                      | \$256,547                | 56.1%                        |
| LU Gas                |                          | \$998,729              | \$164,860                | \$573,396                | \$0                      | \$738,256                | 73.9%                        |
| Unitil Gas            |                          | <u>\$252,450</u>       | <u>\$14,255</u>          | <u>\$26,112</u>          | <u>\$20,000</u>          | <u>\$60,367</u>          | <u>23.9%</u>                 |
|                       | Total                    | \$4,828,449            | \$862,851                | \$994,372                | \$815,386                | \$2,672,609              | 55.4%                        |
| Program Participation | `                        |                        |                          |                          |                          |                          |                              |
| LU                    | 1                        | 166                    | 8                        | 29                       | 35                       | 72                       | 43.4%                        |
| NHEC                  |                          | 54                     | 16                       | 16                       | 55<br>55                 | 87                       | 161.1%                       |
|                       |                          |                        |                          |                          |                          |                          |                              |
| PSNH                  |                          | 1,120                  | 55<br>30                 | 40                       | 127                      | 222                      | 19.8%                        |
| Unitil<br>LU Gas      |                          | 74<br>549              | 39<br>148                | 12<br>169                | 0<br>0                   | 51<br>317                | 68.9%                        |
| Unitil Gas            |                          | 549<br><u>139</u>      |                          |                          |                          |                          | 57.7%                        |
| Unitili Gas           | Total                    |                        | <u>4</u>                 | <u>6</u>                 | <u>12</u><br><b>229</b>  | <u>22</u><br>771         | 15.8%                        |
|                       | Total                    | 2,102                  | 270                      | 272                      | 229                      | 771                      | 36.7%                        |
| Annual kWh Savings    |                          |                        |                          |                          |                          |                          |                              |
| LU                    |                          | 869,269                | 132,076                  | 563,859                  | 93,608                   | 789,543                  | 90.8%                        |
| NHEC                  |                          | 743,041                | 99,468                   | 171,996                  | 517,100                  | 788,564                  | 106.1%                       |
| PSNH                  |                          | 6,148,629              | 877,654                  | 667,017                  | 2,229,241                | 3,773,912                | 61.4%                        |
| Unitil                |                          | 1,082,745              | 621,578                  | 313,794                  | 0                        | 935,372                  | 86.4%                        |
| LU Gas                |                          | 0                      | 0                        | 0                        | 0                        | 0                        | 0.0%                         |
| Unitil Gas            |                          | <u>0</u>               | <u>0</u>                 | <u>0</u>                 | <u>0</u>                 | <u>0</u>                 | 0.0%                         |
|                       | Total                    | 8,84 <del>3</del> ,684 | 1,73 <mark>0</mark> ,776 | 1,71 <mark>6</mark> ,666 | 2,83 <mark>9</mark> ,949 | 6,28 <del>7</del> ,392   | 71.1%                        |
|                       |                          |                        |                          |                          |                          |                          |                              |
| Lifetime kWh Savings  | 3                        |                        |                          |                          |                          |                          |                              |
| LU                    |                          | 11,462,209             | 1,721,350                | 7,658,563                | 1,178,919                | 10,558,831               | 92.1%                        |
| NHEC                  |                          | 9,696,768              | 1,257,449                | 2,219,057                | 6,722,300                | 10,198,806               | 105.2%                       |
| PSNH                  |                          | 79,998,356             | 11,596,311               | 8,813,196                | 29,454,630               | 49,864,137               | 62.3%                        |
| Unitil                |                          | 14,075,640             | 8,698,732                | 4,079,322                | 0                        | 12,778,054               | 90.8%                        |
| LU Gas                |                          | 0                      | 0                        | 0                        | 0                        | 0                        | 0.0%                         |
| Unitil Gas            |                          | <u>0</u>               | <u>0</u>                 | <u>0</u>                 | <u>0</u>                 | <u>0</u>                 | <u>0.0%</u>                  |
|                       | Total                    | 115,232,973            | 23,273,842               | 22,770,138               | 37,355,849               | 83,399,828               | 72.4%                        |
| Annual MMBTU Savi     | nas                      |                        |                          |                          |                          |                          |                              |
| LU Savii              | iiga                     | 585                    | 0                        | 0                        | 0                        | 0                        | 0.0%                         |
| NHEC                  |                          | 0                      | 0                        | 0                        | 0                        | 0                        | 0.0%                         |
| PSNH                  |                          | 3,397                  | 159                      | 0                        | 0                        | 159                      | 4.7%                         |
| Unitil                |                          | 3,397<br>0             | 0                        | 0                        | 0                        | 0                        | 4.7%<br>0.0%                 |
| LU Gas                |                          |                        |                          | -                        | •                        |                          |                              |
|                       |                          | 19,897                 | 7,904                    | 8,920                    | 0                        | 16,824                   | 84.6%                        |
| Unitil Gas            | Total                    | <u>5,053</u>           | 106                      | 912<br>0.832             | 300<br>300               | <u>1,318</u>             | <u>26.1%</u>                 |
| LED Lighting Se       | <b>Total</b><br>minar (T | <b>28,932</b>          | 8,169                    | 9,832                    | 300                      | 18,301                   | 63.3%                        |
| Lifetime MMBTU Sav    |                          |                        |                          |                          |                          |                          |                              |
| LU LU                 | 90                       | 7,869                  | 0                        | 0                        | 0                        | 0                        | 0.0%                         |
| NHEC                  |                          | 0                      | 0                        | 0                        | 0                        | 0                        | 0.0%                         |
| PSNH                  |                          | 72,016                 | 3,945                    | 0                        | 0                        | 3,945                    | 5.5%                         |
| Unitil                |                          | 0                      | 0                        | 0                        | 0                        | 0                        | 0.0%                         |
| LU Gas                |                          | 355,931                | 97,768                   | 128,058                  | 0                        | 225,827                  | 63.4%                        |
| Unitil Gas            |                          | 133,704                | 97,700<br>1,999          | 128,038<br>19,229        | 6,500                    | 223,827<br>27,728        | 20.7%                        |
| Official Gas          | Total                    | 569,520                | 103,712                  | 19,229<br>147,287        | 6,500                    | 27,720<br><b>257,499</b> | <u>20.7%</u><br><b>45.2%</b> |
|                       | i Utai                   | JU9,JZU                | 103,712                  | 141,201                  | 0,000                    | 431, <del>4</del> 33     | <b>4</b> J.∠ 70              |
| L                     |                          |                        |                          |                          |                          |                          |                              |

Actual = Work has been completed, incentives paid and are recorded (booked) in utility accounting system In Process = Customer/Utility have a signed off on the audit and the job is being scheduled. Prospective = An audit has been done, awaiting customer decision/signature.

| nhsaves@work      |         | <b>Budget Goal</b>      |                       |                        | /31/2014        |                 | Percent of                  |
|-------------------|---------|-------------------------|-----------------------|------------------------|-----------------|-----------------|-----------------------------|
| Large Business R  | etrofit | (2014)                  | Actual                | In Process             | Prospective     | Total           | Budget/Goal                 |
| Drogram Evnance   | o (¢)   |                         |                       |                        |                 |                 |                             |
| Program Expense   | S (4)   | \$693,568               | \$51,995              | \$105,597              | \$0             | \$157,592       | 22.7%                       |
| NHEC              |         | \$126,799               | \$51,993<br>\$52,499  | \$29,241               | \$158,965       | \$240,705       | 189.8%                      |
| PSNH              |         | \$5,030,637             | \$52,499<br>\$536,599 | \$2,350,742            | \$1,252,720     | \$4,140,061     | 82.3%                       |
| Unitil            |         | \$724,702               | \$202,899             | \$59,891               | \$244,322       | \$507,112       | 70.0%                       |
| LU Gas            |         | \$1,394,458             | \$266,933             | \$299,727              | \$0             | \$566,660       | 40.6%                       |
| Unitil Gas        |         | \$304,000               | \$25,240              | \$9,378                | \$195,600       | \$230,218       | 75.7%                       |
|                   | Total   | \$8,274,164             | \$1,136,165           | \$2,854,5 <b>7</b> 5   | \$1,851,607     | \$5,842,347     | 70.6%                       |
|                   |         |                         |                       |                        |                 |                 |                             |
| Program Participa | tion    |                         |                       |                        | _               | _               |                             |
| LU                |         | 85                      | 1                     | 8                      | 0               | 9               | 10.6%                       |
| NHEC              |         | 18                      | 9                     | 3                      | 12              | 24              | 133.3%                      |
| PSNH              |         | 361                     | 23                    | 155                    | 82              | 260             | 72.0%                       |
| Unitil            |         | 25                      | 1                     | 2                      | 5               | 8               | 32.0%                       |
| LU Gas            |         | 188                     | 12                    | 12                     | 0               | 24              | 12.8%                       |
| Unitil Gas        | Total   | <u>13</u><br><b>690</b> | <u>0</u><br><b>46</b> | <u>0</u><br><b>180</b> | <u>1</u><br>100 | <u>1</u><br>326 | <u>7.7%</u><br><b>47.2%</b> |
|                   | TOLAI   | 090                     | 40                    | 100                    | 100             | 320             | 41.270                      |
| Annual kWh Savir  | ngs     |                         |                       |                        |                 |                 |                             |
| LU                | 5       | 1,607,366               | 64,505                | 918,215                | 0               | 982,721         | 61.1%                       |
| NHEC              |         | 918,003                 | 113,434               | 294,608                | 1,261,329       | 1,669,371       | 181.8%                      |
| PSNH              |         | 17,966,636              | 1,134,292             | 7,935,010              | 4,240,635       | 13,309,937      | 74.1%                       |
| Unitil            |         | 2,201,957               | 401,192               | 534,180                | 1,402,271       | 2,337,643       | 106.2%                      |
| LU Gas            |         | 0                       | 0                     | 0                      | 0               | 0               | 0.0%                        |
| Unitil Gas        |         | <u>0</u>                | <u>0</u>              | <u>0</u>               | <u>0</u>        | <u>0</u>        | <u>0.0%</u>                 |
|                   | Total   | 22,693,962              | 1,713,424             | 9,682,013              | 6,904,235       | 18,299,672      | 80.6%                       |
| Lifetime kWH Sav  | inac    |                         |                       |                        |                 |                 |                             |
| LU LU             | irigs   | 21,519,008              | 967,579               | 11,936,798             | 0               | 12,904,377      | 60.0%                       |
| NHEC              |         | 11,934,041              | 1,515,371             | 4,029,632              | 16,397,273      | 21,942,276      | 183.9%                      |
| PSNH              |         | 239,223,246             | 15,597,622            | 109,216,798            | 58,051,457      | 182,865,877     | 76.4%                       |
| Unitil            |         | 30,549,034              | 6,017,880             | 6,301,503              | 27,075,335      | 39,394,718      | 129.0%                      |
| LU Gas            |         | 0                       | 0,017,000             | 0,001,000              | 0               | 00,004,710      | 0.0%                        |
| Unitil Gas        |         | 0                       | Ö                     | 0                      | 0               | <u>0</u>        | 0.0%                        |
|                   | Total   | 303,225,329             | 24,098,452            | 131,484,731            | 101,524,065     | _               | 84.8%                       |
|                   |         | , ,                     |                       | , ,                    |                 |                 |                             |
| Annual MMBTU S    | avings  |                         | _                     | _                      | _               | _               |                             |
| LU                |         | 675                     | 0                     | 0                      | 0               | 0               | 0.0%                        |
| NHEC              |         | 0                       | 0                     | 0                      | 0               | 0               | 0.0%                        |
| PSNH              |         | 3,213                   | 165                   | 0                      | 0               | 165             | 5.1%                        |
| Unitil            |         | -494                    | 0                     | 0                      | 0               | 0               | 0.0%                        |
| LU Gas            |         | 39,920                  | 13,449                | 9,307                  | 0               | 22,755          | 57.0%                       |
| Unitil Gas        | Tetel   | <u>22,349</u>           | <u>0</u><br>12 612    | <u>0</u><br>0 207      | 6,006           | 6,006           | <u>26.9%</u>                |
|                   | Total   | 65,663                  | 13,613                | 9,307                  | 6,006           | 28,926          | 44.1%                       |
| Lifetime MMBTU S  | Savinos | <b>,</b>                |                       |                        |                 |                 |                             |
| LU                |         | ,<br>9,349              | 0                     | 0                      | 0               | 0               | 0.0%                        |
| NHEC              |         | 0                       | 0                     | 0                      | 0               | 0               | 0.0%                        |
| PSNH              |         | 80,129                  | 4,934                 | 0                      | 0               | 4,934           | 6.2%                        |
| Unitil            |         | -7,407                  | 0                     | 0                      | 0               | 0               | 0.0%                        |
| LU Gas            |         | 607,669                 | 175,032               | 189,259                | Ö               | 364,291         | 59.9%                       |
| Unitil Gas        |         | <u>387,175</u>          | <u>0</u>              | <u>0</u>               | 103,954         | 103,954         | <u>26.8%</u>                |
|                   | Total   | 1,076,915               | 179 <u>,</u> 967      | 189 <u>,</u> 259       | 103,954         | 473,180         | 43.9%                       |
|                   |         |                         |                       |                        |                 |                 |                             |

Actual = Work has been completed, incentives paid and are recorded (booked) in utility accounting system In Process = Customer/Utility have a signed rebate form.

Prospective = A Rebate Form has been filled out, awaiting customer decision/signature.

| Program Expenses (\$)  LU \$167,377 \$9.51 \$275 \$0 \$1,226 \$0.7%. NHEC \$157,407 \$8.0,40 \$5.360 \$116,580 \$129,979 \$2.6%. PSNH \$1,454,508 \$67,075 \$54,305 \$727,412 \$848,791 \$2.6%. Unitil \$220,748 \$9.962 \$1,318 \$57,500 \$67,780 \$0.7%. LU Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%.  Program Participation LU \$24 \$0 \$1 \$0 \$1 \$4,2%. NHEC \$28 \$2 \$3 \$55 \$40 \$142,9%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0.0%. Uni |                   |         | _           |               |                                       |             |             | Percent of  |
|---|-------------------|---------|-------------|---------------|---------------------------------------|-------------|-------------|-------------|
| LÜ \$167,337 \$951 \$275 \$0 \$1,226 0.7%. NHEC \$157,407 \$8,040 \$5,360 \$116,550 \$129,979 82.6%. PSNH \$1,454,508 \$67,075 \$54,305 \$727,412 \$848,791 82.6%. PSNH \$1,454,508 \$67,075 \$54,305 \$727,412 \$848,791 82.6%. Unitil \$220,748 \$8,962 \$1,318 \$57,500 \$67,780 30.7%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%.  Program Participation LU 24 0 1 0 1 0 1 4.2%. NHEC 28 2 2 3 355 40 142,9%. PSNH 3833 3 14 17 17 34 8,9%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0.0%.  Total \$459 \$7 \$18 \$54 \$79 \$17.2%.  Annual kWh Savings LU 357,323 0 0 0 0 0 0 0.0%. NHEC 367,268 13,123 32,630 440,070 485,823 132.3%. PSNH 3,474,828 237,542 1,108,529 1,346,071 2,682,143 77.5%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%.  NHEC 367,268 13,123 32,630 440,070 485,823 132.3%. PSNH 3,474,828 237,542 1,108,529 1,346,071 2,682,143 77.5%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%.  NHEC 4,774,486 170,599 379,698 4,940,391 5,490,688 115,0%. PSNH 443,73,514 3,088,046 14,410,881 17,498,927 34,997,855 78,9%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%.  NHEC 4,774,486 170,599 379,698 4,940,391 5,490,688 115,0%. PSNH 443,73,514 3,088,046 14,410,881 17,498,927 34,997,855 78,9%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%.  Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0 \$0 \$0 \$0 \$0 \$0 \$0.0%. Unitil Gas \$0  | New Municipal Pro | og.     | (2014)      | Actual        | In Process                            | Prospective | Total       | Budget/Goal |
| NHEC  |                   | s (\$)  |             |               |                                       |             |             |             |
| PSNH  |                   |         | \$167,337   | \$951         | \$275                                 | \$0         | \$1,226     | 0.7%        |
| Unitil   S220,748   | NHEC              |         | \$157,407   | \$8,040       | \$5,360                               | \$116,580   | \$129,979   | 82.6%       |
| LU Gas Unitil Gas Uni   | PSNH              |         | \$1,454,508 | \$67,075      | \$54,305                              | · ·         | \$848,791   |             |
| Unitil Gas  | Unitil            |         | \$220,748   | \$8,962       | \$1,318                               | \$57,500    | \$67,780    | 30.7%       |
| Total   \$2,000,000   \$85,028   \$61,258   \$901,491   \$1,047,777   \$52.4%   | LU Gas            |         | \$0         | \$0           | \$0                                   | \$0         | \$0         | 0.0%        |
| Program Participation LU 24 0 1 0 1 0 1 4.2% NHEC 28 2 3 3 35 40 142.9% PSNH 383 3 14 17 34 8.9% Unitil 24 2 0 2 4 16.7% LU Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0%  NHEC 367,323 0 0 0 0 0 0 0.0% NHEC 367,268 13,123 32,630 440,070 485,823 132.3% PSNH 3,474,828 237,542 1,108,529 1,346,071 2,692,143 77.5% Unitil 444,085 20,075 0 100,000 120,075 27.0% LU Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0%  Lifetime kWH Savings LU 4,826,269 0 0 0 0 0 0 0 0.0% NHEC 4,774,486 170,599 379,698 4,940,391 5,490,688 115.0% PSNH 44,373,514 3,088,046 14,410,881 17,498,927 34,997,855 78.9% Unitil 5,770,953 260,975 0 1,500,000 1,760,975 30.5% LU Gas 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0%  NHEC 4,774,486 170,599 379,698 4,940,391 5,490,688 115.0% PSNH 44,373,514 3,088,046 14,410,881 17,498,927 34,997,855 78.9% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0%  Total 59,745,222 3,519,620 14,790,579 23,939,318 42,249,518 70.7%  Annual MMBTU Savings LU Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0%  LI Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0   | Unitil Gas        |         | <u>\$0</u>  | <u>\$0</u>    | <u>\$0</u>                            | <u>\$0</u>  | <u>\$0</u>  | <u>0.0%</u> |
| LÜ 24 0 1 0 1 0 1 4.2% NHEC 28 2 3 3 35 40 142.9% PSNH 383 3 14 17 34 8.9% Unitil 24 2 0 0 2 4 16.7% LU Gas 0 0 0 0 0 0 0 0.0% Total 459 7 18 54 79 17.2% Annual kWh Savings LU 357,323 0 0 0 0 0 0 0 0 0.0% NHEC 362,869 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0   |                   | Total   | \$2,000,000 | \$85,028      | \$61,258                              | \$901,491   | \$1,047,777 | 52.4%       |
| LÜ 24 0 1 0 1 0 1 4.2% NHEC 28 2 3 3 35 40 142.9% PSNH 383 3 14 17 34 8.9% Unitil 24 2 0 0 2 4 16.7% LU Gas 0 0 0 0 0 0 0 0.0% Total 459 7 18 54 79 17.2% Annual kWh Savings LU 357,323 0 0 0 0 0 0 0 0 0.0% NHEC 362,869 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0   | Program Participa | tion    |             |               |                                       |             |             |             |
| NHEC  |                   |         | 24          | 0             | 1                                     | 0           | 1           | 4 2%        |
| PSNH  |                   |         |             |               | · · · · · · · · · · · · · · · · · · · |             |             |             |
| Unitil   Qas  |                   |         |             |               |                                       |             |             |             |
| LU Gas  |                   |         |             |               |                                       |             |             |             |
| Unitil Gas  |                   |         |             |               |                                       |             |             |             |
| Total   459   7   18   54   79   17.2%  |                   |         |             |               |                                       |             |             |             |
| Annual kWh Savings  LU 357,323 0 0 0 0 0 0 0.0%  NHEC 367,268 13,123 32,630 440,070 485,823 132.3%  PSNH 3,474,828 237,542 1,108,529 1,346,071 2,692,143 77.5%  Unitil 444,085 20,075 0 100,000 120,075 27.0%  LU Gas 0 0 0 0 0 0 0 0 0.0%  Unitil Gas 0 0 0 0 0 0 0 0.0%  Total 4,643,504 270,740 1,141,159 1,886,141 3,298,041 71.0%  Lifetime kWH Savings  LU 4,826,269 0 0 0 0 0 0 0.0%  NHEC 4,774,486 170,599 379,698 4,940,391 5,490,688 115.0%  PSNH 44,373,514 3,088,046 14,410,881 17,498,927 34,997,855 78.9%  Unitil Gas 0 0 0 0 0 0 0 0.0%  Unitil Gas 0 0 0 0 0 0 0 0.0%  Unitil Gas 0 0 0 0 0 0 0 0.0%  Annual MMBTU Savings  LU 444 0 1,895 0 1,500,000 1,760,975 30.5%  LU Gas 0 0 0 0 0 0 0 0.0%  PSNH 2,276 16 0 0 0 0 0 0.0%  PSNH 2,276 16 0 0 0 0 0 0 0.0%  Unitil Gas 0 0 0 0 0 0 0 0.0%  PSNH 2,276 16 0 0 0 0 0 0 0.0%  Unitil Gas 0 0 0 0 0 0 0 0.0%  Unitil Gas 0 0 0 0 0 0 0 0.0%  PSNH 2,276 16 0 0 0 0 0 0 0.0%  Unitil Gas 0 0 0 0 0 0 0 0.0%  Unitil Gas 0 0 0 0 0 0 0 0 0.0%  Unitil Gas 0 0 0 0 0 0 0 0 0.0%  Unitil Gas 0 0 0 0 0 0 0 0 0.0%  PSNH 2,276 16 0 0 0 16 0.7%  Unitil Gas 0 0 0 0 0 0 0 0 0.0%  Unitil Gas 0 0 0 0 0 0 0 0 0.0%  Unitil Gas 0 0 0 0 0 0 0 0 0.0%  Unitil Gas 0 0 0 0 0 0 0 0 0.0%  Unitil Gas 0 0 0 0 0 0 0 0 0.0%  Unitil Gas 0 0 0 0 0 0 0 0 0.0%  Unitil Gas 0 0 0 0 0 0 0 0 0.0%  Unitil Gas 0 0 0 0 0 0 0 0.0%  Unitil Gas 0 0 0 0 0 0 0 0.0%  PSNH 48,011 290 0 0 0 28,425 0 28,425 294.9%  NHEC 352 0 0 0 0 0 0 0.0%  PSNH 48,011 290 0 0 0 290 0.6%  Unitil 8,414 0 0 0 0 0 0 0 0.0%  Unitil 6as 0 0 0 0 0 0 0 0.0%  Unitil 6as 0 0 0 0 0 0 0 0.0%  Unitil 6as 0 0 0 0 0 0 0 0.0%  Unitil 6as 0 0 0 0 0 0 0 0.0%  Unitil 6as 0 0 0 0 0 0 0 0 0.0%  Unitil 6as 0 0 0 0 0 0 0 0 0.0%  Unitil 6as 0 0 0 0 0 0 0 0 0.0%  Unitil 6as 0 0 0 0 0 0 0 0 0 0.0%  Unitil 6as 0 0 0 0 0 0 0 0 0 0.0%  Unitil 6as 0 0 0 0 0 0 0 0 0 0.0%  Unitil 6as 0 0 0 0 0 0 0 0 0 0 0.0%  Unitil 6as 0 0 0 0 0 0 0 0 0 0 0 0.0%   | 3 343             | Total   | _           | <u>~</u><br>7 |                                       |             |             |             |
| LU 357,323 0 0 0 0 0 0 0.0%   NHEC 367,268 13,123 32,630 440,070 485,823 132.3% PSNH 3,474,828 237,542 1,108,529 1,346,071 2,692,143 77.5% Unitil 444,085 20,075 0 100,000 120,075 27.0% LU Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0%    LU Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0 0.0% PSNH 48,011 290 0 0 0 28,425 0 28,425 294.9% NHEC 352 0 0 0 0 0 0 0 0.0% PSNH 48,011 290 0 0 0 0 290 0.6% Unitil 8,414 0 0 0 0 0 0 0 0.0% Unitil 8,414 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0  |                   | Total   | -100        | •             |                                       | 0-1         |             | 17.1270     |
| NHEC 367,268 13,123 32,630 440,070 485,823 132.3% PSNH 3,474,828 237,542 1,108,529 1,346,071 2,692,143 77.5% Unitil 444,085 20,075 0 100,000 120,075 27.0% LU Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0 0 0.0% Unitil Gas 0 0 0 0 0 0 0 0 0 0   |                   | ngs     |             |               |                                       |             |             |             |
| PSNH  |                   |         | ·           |               |                                       |             |             |             |
| Unitil         444,085         20,075         0         100,000         120,075         27.0%           LU Gas         0         0         0         0         0         0         0         0.0%           Unitil Gas         0         0         0         0         0         0         0.0%           Lifetime kWH Savings         LU         4,826,269         0         0         0         0         0         0.0%           NHEC         4,774,486         170,599         379,698         4,940,391         5,490,688         115.0%           PSNH         44,373,514         3,088,046         14,410,881         17,498,927         34,997,855         78.9%           Unitil         5,770,953         260,975         0         1,500,000         1,760,975         30.5%           LU Gas         0         0         0         0         0         0         0           Unitil Gas         0         0         0         0         0         0         0           LU Gas         0         0         0         0         0         0         0           LU Gas         0         0         0         0         0  |                   |         | ·           | •             | ·                                     | ·           | •           |             |
| LU Gas<br>Unitil Gas         0<br>0   |                   |         |             |               | 1,108,529                             |             |             |             |
| Unitil Gas  |                   |         | 444,085     | 20,075        | 0                                     | 100,000     | 120,075     | 27.0%       |
| Total         4,643,504         270,740         1,141,159         1,886,141         3,298,041         71.0%           Lifetime kWH Savings         LU         4,826,269         0         0         0         0         0.0%           NHEC         4,774,486         170,599         379,698         4,940,391         5,490,688         115.0%           PSNH         44,373,514         3,088,046         14,410,881         17,498,927         34,997,855         78.9%           Unitil         5,770,953         260,975         0         1,500,000         1,760,975         30.5%           LU Gas         0         0         0         0         0         0         0.0%           Unitil Gas         0         0         0         0         0         0.0%           LU         444         0         1,895         0         1,895         426.8%           NHEC         14         0         0         0         0         0         0.0%           PSNH         2,276         16         0         0         0         0         0         0           LU Gas         0         0         0         0         0         0         0  |                   |         | 0           | 0             | 0                                     | 0           | 0           | 0.0%        |
| Lifetime kWH Savings  LU  | Unitil Gas        |         | <u>0</u>    | <u>0</u>      | _                                     | <u>0</u>    | <u>0</u>    | <u>0.0%</u> |
| LU         4,826,269         0         0         0         0         0.0%           NHEC         4,774,486         170,599         379,698         4,940,391         5,490,688         115.0%           PSNH         44,373,514         3,088,046         14,410,881         17,498,927         34,997,855         78.9%           Unitil         5,770,953         260,975         0         1,500,000         1,760,975         30.5%           LU Gas         0         0         0         0         0         0         0.0%           Unitil Gas         0         0         0         0         0         0         0.0%           Annual MMBTU Savings         LU         444         0         1,895         0         1,895         426.8%           NHEC         14         0         0         0         0         0         0         0           Unitil         393         0   |                   | Total   | 4,643,504   | 270,740       | 1,141,159                             | 1,886,141   | 3,298,041   | 71.0%       |
| LU         4,826,269         0         0         0         0         0.0%           NHEC         4,774,486         170,599         379,698         4,940,391         5,490,688         115.0%           PSNH         44,373,514         3,088,046         14,410,881         17,498,927         34,997,855         78.9%           Unitil         5,770,953         260,975         0         1,500,000         1,760,975         30.5%           LU Gas         0         0         0         0         0         0         0.0%           Unitil Gas         0         0         0         0         0         0         0.0%           Annual MMBTU Savings         LU         444         0         1,895         0         1,895         426.8%           NHEC         14         0         0         0         0         0         0         0           Unitil         393         0   | Lifetime kWH Sav  | inas    |             |               |                                       |             |             |             |
| NHEC         4,774,486         170,599         379,698         4,940,391         5,490,688         115.0%           PSNH         44,373,514         3,088,046         14,410,881         17,498,927         34,997,855         78.9%           Unitil         5,770,953         260,975         0         1,500,000         1,760,975         30.5%           LU Gas         0         0         0         0         0         0         0.0%           Unitil Gas         0         0         0         0         0         0         0.0%           Unitil Gas         0         0         14,790,579         23,939,318         42,249,518         70.7%           Annual MMBTU Savings         LU         444         0         1,895         0         1,895         426.8%           NHEC         14         0         0         0         0         0         0.0%           PSNH         2,276         16         0         0         16         0.7%           Unitil Gas         0         0         0         0         0         0         0           Unitil Gas         0         0         0         0         0         0         0   |                   | go      | 4 826 269   | 0             | 0                                     | 0           | 0           | 0.0%        |
| PSNH         44,373,514         3,088,046         14,410,881         17,498,927         34,997,855         78.9%           Unitil         5,770,953         260,975         0         1,500,000         1,760,975         30.5%           LU Gas         0         0         0         0         0         0         0.0%           Unitil Gas         0         0         0         0         0         0         0.0%           Annual MMBTU Savings         LU         4444         0         1,895         0         1,895         426.8%           NHEC         14         0         0         0         0         0         0.0%           PSNH         2,276         16         0         0         0         0         0.0%           Unitil Gas         0         0         0         0         0         0         0.0%           Unitil Gas         0         0         0         0         0         0         0.0%           LU Gas         0         0         0         0         0         0         0.0%           LU Gas         0         0         0         0         0         0         0 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>  |                   |         |             |               |                                       |             |             |             |
| Unitil         5,770,953         260,975         0         1,500,000         1,760,975         30.5%           LU Gas         0         0         0         0         0         0         0         0.0%           Unitil Gas         0         0         0         0         0         0         0.0%           Total 59,745,222         3,519,620         14,790,579         23,939,318         42,249,518         70.7%           Annual MMBTU Savings           LU         444         0         1,895         0         1,895         426.8%           NHEC         14         0         0         0         0         0.0%           PSNH         2,276         16         0         0         0         0         0.0%           LU Gas         0         0         0         0         0         0         0.0%           Unitil Gas         0         0         0         0         0         0         0.0%           LU Gas         0         0         0         0         0         0         0.0%           NHEC         352         0         0         0         0         0  |                   |         |             |               | ·                                     |             |             |             |
| LU Gas<br>Unitil Gas         0         0         0         0         0         0         0.0%           Unitil Gas         0         0         0         0         0         0         0.0%           Total         59,745,222         3,519,620         14,790,579         23,939,318         42,249,518         70.7%           Annual MMBTU Savings         LU         444         0         1,895         0         1,895         426.8%           NHEC         14         0         0         0         0         0         0.0%           PSNH         2,276         16         0         0         16         0.7%           Unitil Gas         0         0         0         0         0         0         0         0           Unitil Gas         0         0         0         0         0         0         0         0         0         0           LU         9,640         0         28,425         0         28,425         294.9%         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0         0 <td></td> <td></td> <td></td> <td></td> <td>_</td> <td></td> <td></td> <td></td>  |                   |         |             |               | _                                     |             |             |             |
| Unitil Gas         0         0         0         0         0         0         0.0%           Annual MMBTU Savings         LU         444         0         1,895         0         1,895         426.8%           NHEC         14         0         0         0         0         0         0.0%           PSNH         2,276         16         0         0         16         0.7%           Unitil         393         0         0         0         0         0.0%           LU Gas         0         0         0         0         0         0.0%           Unitil Gas         0         0         0         0         0         0.0%           Lifetime MMBTU Savings         1,911         61.1%         61.1%         61.1%         61.1%           Lifetime MMBTU Savings         1         2,640         0         28,425         0         28,425         294.9%           NHEC         352         0         0         0         0         0.0%           PSNH         48,011         290         0         0         0         0         0.0%           Unitil         8,414         0         0  |                   |         | _           |               | -                                     | _           | _           |             |
| Total   59,745,222   3,519,620   14,790,579   23,939,318   42,249,518   70.7%   |                   |         | •           | _             | _                                     | · ·         | •           |             |
| LU       4444       0       1,895       0       1,895       426.8%         NHEC       14       0       0       0       0       0       0.0%         PSNH       2,276       16       0       0       16       0.7%         Unitil       393       0       0       0       0       0       0.0%         LU Gas       0       0       0       0       0       0       0.0%         Unitil Gas       0       0       0       0       0       0       0.0%         LU       9,640       0       28,425       0       28,425       294.9%         NHEC       352       0       0       0       0       0       0.0%         PSNH       48,011       290       0       0       0       290       0.6%         Unitil       8,414       0       0       0       0       0       0       0         LU Gas       0       0       0       0       0       0       0       0         Unitil Gas       0       0       0       0       0       0       0   | Omin Gus          | Total   |             | _             |                                       |             |             |             |
| LU       4444       0       1,895       0       1,895       426.8%         NHEC       14       0       0       0       0       0       0.0%         PSNH       2,276       16       0       0       16       0.7%         Unitil       393       0       0       0       0       0       0.0%         LU Gas       0       0       0       0       0       0       0.0%         Unitil Gas       0       0       0       0       0       0       0.0%         LU       9,640       0       28,425       0       28,425       294.9%         NHEC       352       0       0       0       0       0       0.0%         PSNH       48,011       290       0       0       0       290       0.6%         Unitil       8,414       0       0       0       0       0       0       0         LU Gas       0       0       0       0       0       0       0       0         Unitil Gas       0       0       0       0       0       0       0   |                   |         | · •         | · •           | · ·                                   | · •         |             |             |
| NHEC         14         0         0         0         0         0.0%           PSNH         2,276         16         0         0         16         0.7%           Unitil         393         0         0         0         0         0         0.0%           LU Gas         0         0         0         0         0         0         0.0%           Unitil Gas         0         0         0         0         0         0         0.0%           LU         9,640         0         28,425         0         28,425         294.9%           NHEC         352         0         0         0         0         0.0%           PSNH         48,011         290         0         0         290         0.6%           Unitil         8,414         0         0         0         0         0         0.0%           LU Gas         0         0         0         0         0         0         0         0.0%           Unitil Gas         0         0         0         0         0         0         0         0  |                   | avings  | 111         | 0             | 1 805                                 | 0           | 1 205       | 426 Q9/     |
| PSNH         2,276         16         0         0         16         0.7%           Unitil         393         0         0         0         0         0         0.0%           LU Gas         0         0         0         0         0         0         0.0%           Unitil Gas         0         0         0         0         0         0         0.0%           LU         9,640         0         28,425         0         28,425         294.9%           NHEC         352         0         0         0         0         0.0%           PSNH         48,011         290         0         0         290         0.6%           Unitil         8,414         0         0         0         0         0         0.0%           LU Gas         0         0         0         0         0         0         0         0.0%  |                   |         |             |               |                                       |             | •           |             |
| Unitil         393         0         0         0         0         0.0%           LU Gas         0         0         0         0         0         0         0.0%           Unitil Gas         0         0         0         0         0         0         0         0.0%           Unitil Gas         0         0         0         0         0         0         0.0%         0 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>   |                   |         |             |               |                                       |             |             |             |
| LU Gas       0       0       0       0       0       0.0%         Unitil Gas       0       0       0       0       0       0       0.0%         Total 3,127       16       1,895       0       1,911       61.1%         Lifetime MMBTU Savings         LU       9,640       0       28,425       0       28,425       294.9%         NHEC       352       0       0       0       0       0.0%         PSNH       48,011       290       0       0       290       0.6%         Unitil       8,414       0       0       0       0       0       0.0%         LU Gas       0       0       0       0       0       0       0.0%         Unitil Gas       0       0       0       0       0       0       0       0.0%  |                   |         | ·           |               |                                       |             |             |             |
| Unitil Gas         0         0         0         0         0         0         0         0.0%           Lifetime MMBTU Savings         LU         9,640         0         28,425         0         28,425         294.9%           NHEC         352         0         0         0         0         0         0.0%           PSNH         48,011         290         0         0         290         0.6%           Unitil         8,414         0         0         0         0         0         0.0%           LU Gas         0         0         0         0         0         0         0.0%           Unitil Gas         0         0         0         0         0         0         0.0%   |                   |         |             |               |                                       |             |             |             |
| Total         3,127         16         1,895         0         1,911         61.1%           Lifetime MMBTU Savings         LU         9,640         0         28,425         0         28,425         294.9%           NHEC         352         0         0         0         0         0.0%           PSNH         48,011         290         0         0         290         0.6%           Unitil         8,414         0         0         0         0         0         0.0%           LU Gas         0         0         0         0         0         0.0%         0         0         0.0%           Unitil Gas         0         0         0         0         0         0         0.0%   |                   |         |             |               |                                       |             | _           |             |
| Lifetime MMBTU Savings         LU       9,640       0       28,425       0       28,425       294.9%         NHEC       352       0       0       0       0       0.0%         PSNH       48,011       290       0       0       290       0.6%         Unitil       8,414       0       0       0       0       0       0.0%         LU Gas       0       0       0       0       0       0       0.0%         Unitil Gas       0       0       0       0       0       0       0.0%   | Unidi Gas         | Total   |             |               |                                       |             |             |             |
| LU       9,640       0       28,425       0       28,425       294.9%         NHEC       352       0       0       0       0       0       0.0%         PSNH       48,011       290       0       0       290       0.6%         Unitil       8,414       0       0       0       0       0       0.0%         LU Gas       0       0       0       0       0       0.0%       0       0       0       0.0%         Unitil Gas       0       0       0       0       0       0       0.0%   |                   | rotai   | 3,121       | 10            | 1,895                                 | U           | 1,911       | 01.1%       |
| NHEC       352       0       0       0       0       0.0%         PSNH       48,011       290       0       0       290       0.6%         Unitil       8,414       0       0       0       0       0       0.0%         LU Gas       0       0       0       0       0       0       0.0%         Unitil Gas       0       0       0       0       0       0       0.0%  | Lifetime MMBTU S  | Savings | 3           |               |                                       |             |             |             |
| PSNH       48,011       290       0       0       290       0.6%         Unitil       8,414       0       0       0       0       0       0.0%         LU Gas       0       0       0       0       0       0       0.0%         Unitil Gas       0       0       0       0       0       0       0.0%  | LU                |         | 9,640       | 0             | 28,425                                | 0           | 28,425      | 294.9%      |
| Unitil       8,414       0       0       0       0       0.0%         LU Gas       0       0       0       0       0       0.0%         Unitil Gas       0       0       0       0       0       0       0       0.0%   | NHEC              |         | 352         | 0             | 0                                     | 0           | 0           | 0.0%        |
| LU Gas       0       0       0       0       0       0.0%         Unitil Gas       0       0       0       0       0       0       0       0.0%   | PSNH              |         |             | 290           | 0                                     | 0           | 290         |             |
| LU Gas       0       0       0       0       0       0.0%         Unitil Gas       0       0       0       0       0       0       0       0.0%   | Unitil            |         |             |               | 0                                     | 0           |             |             |
| Unitil Gas <u>0</u> <u>0</u> <u>0</u> <u>0</u> <u>0</u> <u>0</u>  |                   |         | •           |               | 0                                     |             |             |             |
|   |                   |         |             |               |                                       |             | 0           |             |
|   |                   | Total   |             |               |                                       |             |             |             |
|   |                   |         | ·<br>       |               | ·<br>                                 |             | ·<br>       |             |

Actual = Work has been completed, incentives paid and are recorded (booked) in utility accounting system In Process = Customer/Utility have a signed rebate form.

Prospective = A Rebate Form has been filled out, awaiting customer decision/signature.

|            | Utility Specific       | Budget Goal     |                | Thru 3         | /31/2014    |           | Percent of   |
|------------|------------------------|-----------------|----------------|----------------|-------------|-----------|--------------|
|            | Programs               | (2014)          | Actual         | In Process     | Prospective | Total     | Budget/Goal  |
| Program    | Expenses (\$)          |                 |                |                |             |           |              |
| LU         | Educational Programs   | \$16,328        | \$0            | \$0            | \$0         | \$0       | 0.0%         |
| NHEC       | Educational Programs   | \$34,242        | \$2,199        | \$1,400        | \$0         | \$3,599   | 10.5%        |
| PSNH       | Educational Programs   | \$224,516       | \$7,062        | \$28,000       | \$80,500    | \$115,562 | 51.5%        |
| Unitil     | Educational Programs   | \$70,600        | \$4,680        | \$1,768        | \$0         | \$6,448   | 9.1%         |
| LU Gas     | Educational Programs   | \$32,314        | \$0            | \$0            | \$0         | \$0       | 0.0%         |
| Unitil Gas | s Educational Programs | <u>\$16,000</u> | <b>\$1,286</b> | <b>\$1,110</b> | <u>\$0</u>  | \$2,396   | <u>15.0%</u> |
|            | Total                  | \$394,000       | \$15,227       | \$32,278       | \$80,500    | \$128,005 | 32.5%        |

#### Notes

#### 1. NH Energy Code (IECC2009) and Beyond Code Workshops (Residential & Business)

2014 workshops being scheduled

See www.nhenergycode.com

#### 2. Residential Energy Efficiency Programs

Jan 28: NH Home Builders on utility residential programs with an empassis on ENERGY STAR Homes

May 3: Energy Star Open House in Claremont, NH http://www.psnh.com/NewsEvents/Seminars.aspx

Jun 5: HVAC Design Step 3: Duct Design, All Day

https://www1.gotomeeting.com/register/608618081

Jun 10: Leveraging ENERGY STAR through Social Media, 12-12:45

Jun 19: Stepping up from HERS Index to ENERGY STAR, 12-12:45

https://www1.gotomeeting.com/register/358409400

https://www1.gotomeeting.com/register/833101712

Jun 25: Air Sealing Done Right, 12-12:45 https://www1.gotomeeting.com/register/336928168

#### **Button Up NH Home Weatherization Workshops**

Jan 23: Durham Mar 27: Bristol <a href="http://myenergyplan.net/buttonup/">http://myenergyplan.net/buttonup/</a>
Jan 25: Keene Apr 9: Manchester at PSNH

Feb 19: Plainfield Apr 10: Dummer
Feb 25: Salem Apr 16: Twin Mountain
Feb 27: Warner Apr 29: Conway
Mar 25: New London Apr 30: Rochester
Mar 26: Manchester Sep 17: Concord

#### 2. Commercial Energy Auditing / BOC Classes, Aug-Dec 2013.

Commercial Energy Auditing (Manchester)Building Operator Certification (Laconia w/ LRCC)Apr 15: Intro to Energy Audits Part 1Feb 14: Building Operations and SystemsApr 16: Intro to Energy Audits Part 2Feb 28: Building Energy Conservation

Apr 30: Lighting Mar 14: Lighting Theory and Efficiency May 1: Tools of the Trade Mar 28: HVAC Controls and Operation I

May 20: HVAC Apr 11: HVAC Controls and Operation II

May 21: Building Shell Apr 25: Indoor Air Quality Theory and Techniques

Jun 4: Final Audit Presentations by Attendees May 9: Electrical Systems and Distribution May 23: Energy Management Planning

See https://www.psnh.com/NewsEvents/Seminars.aspx

See https://www.lrcc.edu/efficiency-training/calendar

#### 3. Commercial, Industrial & Municipal Seminars - Fall Series

Apr 23: Energy Efficiency: The Untapped Profit Center

Sep 23: LED's - The Time is Now

See https://www.psnh.com/NewsEvents/Seminars.aspx

#### 4. K-12 Education Programs [Wilson Education Programs, APT's Lights for Learning]

being scheduled

|            | Utility Specific              |                         |                       | i nrii «               | /31/2014     |                         | Percent of  |
|------------|-------------------------------|-------------------------|-----------------------|------------------------|--------------|-------------------------|-------------|
|            | Programs                      | Budget Goal<br>(2014)   | Actual                |                        | Prospective  | Total                   | Budget/Goal |
|            |                               |                         |                       |                        | -            |                         | · -         |
| Program    | Expenses (\$)                 |                         |                       |                        |              |                         |             |
| LU         | Company Specific Pgms / FCM W | \$15,000                | \$2,604               | \$0                    | \$0          | \$2,604                 | 17.4%       |
| NHEC       | Smart Start Program           | \$10,272                | \$694                 | \$0                    | \$0          | \$694                   | 6.8%        |
| NHEC       | High Efficiency Heat Pump Pgm | \$53,554                | \$564                 | \$4,500                | \$13,511     | \$18,575                | 34.7%       |
| PSNH       | Smart Start Program           | \$45,000                | \$9,146               | \$10,286               | \$21,857     | \$41,289                | 91.8%       |
| PSNH       | ES Homes - Geothermal         | \$302,239               | \$18,638              | \$65,231               | \$163,079    | \$246,948               | 81.7%       |
| PSNH       | Customer Engagement Program   | \$226,839               | \$47,464              | \$92,200               | \$52,500     | \$192,164               | 84.7%       |
| PSNH       | C&I Customer Partnerships     | \$20,560                | \$0                   | \$7,292                | \$13,268     | \$20,560                | 100.0%      |
| PSNH       | C&I RFP Program               | \$551,010               | \$15,321              | \$0                    | \$589,834    | \$605,155               | 109.8%      |
| LU Gas     | Building Practices & Demo     | \$193,500               | \$422                 | \$0                    | \$0          | \$422                   | 0.2%        |
| Unitil Gas | Building Practices & Demo     | <u>\$17,000</u>         | <u>\$0</u>            | <u>\$0</u>             | <u>\$500</u> | \$500                   | 2.9%        |
|            | Total                         | \$1, <del>434,974</del> | \$94,8 <del>5</del> 3 | \$179,5 <del>0</del> 9 | \$854,549    | \$1,128 <del>,911</del> | 78.7%       |
| Program    | Participation                 |                         |                       |                        |              |                         |             |
|            |                               | _                       |                       |                        | _            | _                       |             |
| LU         | Company Specific Pgms / FCM W | 0                       | 0                     | 0                      | 0            | 0                       | 0.0%        |
| NHEC       | Smart Start Program           | 0                       | 1                     | 0                      | 0            | 1                       | 0.0%        |
| NHEC       | High Efficiency Heat Pump Pgm | 6                       | 0                     | 1                      | 3            | 4                       | 66.7%       |
| PSNH       | Smart Start Program           | 0                       | 10                    | 8                      | 17           | 35                      | 0.0%        |
| PSNH       | ES Homes - Geothermal         | 42                      | 4                     | 14                     | 35           | 53                      | 125.3%      |
| PSNH       | Customer Engagement Program   | 25,000                  | 25,000                | 0                      | 0            | 25,000                  | 100.0%      |
| PSNH       | C&I Customer Partnerships     | 6                       | 0                     | 0                      | 0            | 0                       | 0.0%        |
| PSNH       | C&I RFP Program               | 14                      | 0                     | 0                      | 17           | 17                      | 119.0%      |
| Unitil Gas | Building Practices & Demo     | <u>0</u>                | <u>O</u>              | <u>0</u>               | <u>0</u>     | <u>O</u>                | 0.0%        |
|            | Total                         | 25,069                  | 25,015                | 23                     | 72           | 25,110                  | 100.2%      |
| Program    | Savings (Lifetime kWh)        |                         |                       |                        |              |                         |             |
| LU         | Company Specific Pgms / FCM W | 0                       | 0                     | 0                      | 0            | 0                       | 0.0%        |
| NHEC       | Smart Start Program           | 0                       | 0                     | 0                      | 0            | 0                       | 0.0%        |
| NHEC       | High Efficiency Heat Pump Pgm | 3,846,223               | 0                     | 265,850                | 511,755      | 777,605                 | 20.2%       |
| PSNH       | Smart Start Program           | 0                       | 0                     | 0                      | 0            | 0                       | 0.0%        |
| PSNH       | ES Homes - Geothermal         | 11,830,206              | 1,498,000             | 5,243,000              | 13,107,500   | 19,848,500              | 167.8%      |
| PSNH       | Customer Engagement Program   | 1,896,000               | 0                     | 0                      | 1,659,000    | 1,659,000               | 87.5%       |
| PSNH       | C&I Customer Partnerships     | 0                       | 0                     | 0                      |              | 0                       | 0.0%        |
| PSNH       | C&I RFP Program               | 28,086,342              | 0                     | 0                      | 52,082,436   | 52,082,436              | 185.4%      |
|            | Building Practices & Demo     | 0                       | 0                     | 0                      | 0            | <u>o</u>                | 0.0%        |
|            | Total                         | 45,658,771              | 1,498,000             | 5,508,850              | 67,360,691   | 74,3 <del>6</del> 7,541 | 162.9%      |

NH Core Energy Efficiency Programs NHPUC Docket No. DE 12-262 NH CO2 <u>Annual</u> Emission Reductions

TOTAL CORE Energy Efficiency Program Results (SBC + 2014 EEF/RGGI Funds) NH CORE Energy Efficiency Programs
January 1 - March 31, 2014 Reporting Period

| Reductions from                 | Enter Reductions<br>in Units shown in<br>next Column<br>(Annual MMBtu<br>savings) | using MWI<br>Units | Factors in lbs/unit | Estimated CO2<br>Emission<br>Reductions in<br>pounds (lbs.) | Estimated CO2 Emission Reductions in Metric Tons |  |
|---------------------------------|---|--------------------|---------------------|---|--|--|
| Electricity                     | 7,292   | MWH                | 1,087               | 7,926,335   | 3,595  |  |
| Natural Gas                     | 30,345  | MMBtu              | 117.1               | 3,553,437   | 1,612  |  |
| Distillate Fuel Oil (#1, 2 & 4) | 5,302   | MMBtu              | 161.4               | 855,672   | 388  |  |
| Residual Fuel Oil (#5 & 6)      | 0   | MMBtu              | 173                 | 0   | 0  |  |
| Kerosene                        | 684   | MMBtu              | 159.5               | 109,033   | 49   |  |
| LPG                             | 0   | MMBtu              | 139                 | 0   | 0  |  |
| Propane                         | 2,626   | MMBtu              | 139.2               | 365,488   | 166  |  |
| Wood or Wood Pellet             | 848   | MMBtu              |                     | 0   | 0  |  |
| Other                           | 0   | MMBtu              |                     |   |  |  |
|                                 |   |                    |                     | TOTAL   | 5,810  |  |

Electric Line Loss 1.08

Source of CO2 Emission Factors in lbs/unit: <a href="http://www.eia.doe.gov/cneaf/electricity/epa/epata3.html">http://www.eia.doe.gov/cneaf/electricity/epa/epata3.html</a>

NH Core Energy Efficiency Programs NHPUC Docket No. DE 12-262 NH CO2 <u>Lifetime</u> Emission Reductions

TOTAL CORE Energy Efficiency Program Results (SBC + 2014 EEF/RGGI Funds) NH CORE Energy Efficiency Programs

January 1 - March 31, 2014 Reporting Period

| Method # 2, using MWH & MMBtu (million Btus) |   |       |                                     |   |  |  |  |  |  |  |
|--|---|-------|-------------------------------------|---|--|--|--|--|--|--|
| Reductions from                              | Enter Reductions<br>in Units shown in<br>next Column<br>(Annual MMBtu<br>savings) | Units | CO2 Emission<br>Factors in lbs/unit | Estimated CO2<br>Emission<br>Reductions in<br>pounds (lbs.) | Estimated CO2 Emission Reductions in Metric Tons |  |  |  |  |  |
| Electricity                                  | 542,952   | MWH   | 1,087                               | 590,189,168   | 267,659  |  |  |  |  |  |
| Natural Gas                                  | 977,512   | MMBtu | 117.1                               | 114,466,709   | 51,912   |  |  |  |  |  |
| Distillate Fuel Oil (#1, 2 & 4)              | 108,753   | MMBtu | 161.4                               | 17,552,666  | 7,960  |  |  |  |  |  |
| Residual Fuel Oil (#5 & 6)                   | 0   | MMBtu | 173                                 | 0   | 0  |  |  |  |  |  |
| Kerosene                                     | 13,578  | MMBtu | 159.5                               | 2,165,699   | 982  |  |  |  |  |  |
| LPG  | 0   | MMBtu | 139                                 | 0   | 0  |  |  |  |  |  |
| Propane                                      | 57,087  | MMBtu | 139.2                               | 7,946,445   | 3,604  |  |  |  |  |  |
| Wood or Wood Pellet                          | 17,759  | MMBtu |                                     | 0   | 0  |  |  |  |  |  |
| Other  | 0   | MMBtu |                                     |   |  |  |  |  |  |  |
|  | -   |       | -                                   | TOTAL   | 332,118  |  |  |  |  |  |

Electric Line Loss 1.08

Source of CO2 Emission Factors in lbs/unit: http://www.eia.doe.gov/cneaf/electricity/epa/epata3.html

## Allocation Between System Benefit Charge and Energy Efficiency Fund As filed with the NHPUC on December 3, 2013

#### **Program Allocation Summary**

| Flogram Anocation Summary |           |          |           |  |  |  |  |  |  |  |  |
|---------------------------|-----------|----------|-----------|--|--|--|--|--|--|--|--|
| Program                   | RGGI      | SBC      | TOTAL     |  |  |  |  |  |  |  |  |
| HEA <sup>1</sup>          |           |          |           |  |  |  |  |  |  |  |  |
| LU-Electric               | 20.9013%  | 79.0987% | 100.0000% |  |  |  |  |  |  |  |  |
| NHEC                      | 19.9803%  | 80.0197% | 100.0000% |  |  |  |  |  |  |  |  |
| PSNH                      | 20.7434%  | 79.2566% | 100.0000% |  |  |  |  |  |  |  |  |
| Unitil                    | 18.6076%  | 81.3924% | 100.0000% |  |  |  |  |  |  |  |  |
| Municipal                 |           |          |           |  |  |  |  |  |  |  |  |
| LU-Electric               | 100.0000% | 0.0000%  | 100.0000% |  |  |  |  |  |  |  |  |
| NHEC                      | 100.0000% | 0.0000%  | 100.0000% |  |  |  |  |  |  |  |  |
| PSNH                      | 100.0000% | 0.0000%  | 100.0000% |  |  |  |  |  |  |  |  |
| Unitil                    | 100.0000% | 0.0000%  | 100.0000% |  |  |  |  |  |  |  |  |
| All Other Programs        |           |          |           |  |  |  |  |  |  |  |  |
| LU-Electric               | 87.0981%  | 12.9019% | 100.0000% |  |  |  |  |  |  |  |  |
| NHEC                      | 88.3517%  | 11.6483% | 100.0000% |  |  |  |  |  |  |  |  |
| PSNH                      | 87.3569%  | 12.6431% | 100.0000% |  |  |  |  |  |  |  |  |
| Unitil                    | 89.6064%  | 10.3936% | 100.0000% |  |  |  |  |  |  |  |  |

### New Hampshire CORE Energy Efficiency Actual Expenditures- 2014

|   | LU Electric |           | NH        | HEC       | PS          | SNH        | UN        | IITIL     | ТОТ         | TOTALS     |  |
|---|-------------|-----------|-----------|-----------|-------------|------------|-----------|-----------|-------------|------------|--|
| PROGRAMS                                      |             |           |           |           |             |            |           |           |             |            |  |
| ENERGY STAR Homes                             |             |           |           |           |             |            |           |           |             |            |  |
| Number of Homes / Lifetime kWh Savings        | 1           | 115       | 1         | 259,936   | 15          | 398,652    | 1         | 283,717   | 18          | 942,420    |  |
| Actual \$ Spent / Lifetime MMBTU Savings      | \$1,397     | 0         | \$16,739  | 4         | \$109,506   | 15,023     | \$12,378  | 2,654     | \$140,020   | 17,681     |  |
| ENERGY STAR Lighting                          |             |           |           |           |             |            |           |           |             |            |  |
| Number of Units / Lifetime kWh Savings        | 7,630       | 1,932,299 | 9,920     | 2,457,177 | 105,932     | 19,428,926 | 5,057     | 915,750   | 128,539     | 24,734,152 |  |
| Actual \$ Spent / Lifetime MMBTU Savings      | \$6,374     | 0         | \$66,726  | 0         | \$691,952   | 0          | \$42,450  | 0         | \$807,501   | 0          |  |
| ENERGY STAR Appliances                        |             |           |           |           |             |            |           |           |             |            |  |
| Number of Rebates / Lifetime kWh Savings      | 284         | 451,667   | 427       | 719,041   | 3,002       | 4,955,683  | 201       | 478,151   | 3,914       | 6,604,542  |  |
| Actual \$ Spent / Lifetime MMBTU Savings      | \$5,034     | 6,263     | \$45,774  | 6,598     | \$315,173   | 45,252     | \$30,823  | 1,974     | \$396,805   | 60,087     |  |
| Home Performance w/ENERGY STAR                |             |           |           |           |             |            |           |           |             |            |  |
| Number of Rebates / Lifetime kWh Savings      | 21          | 238,503   | 5         | 39,109    | 160         | 3,938,808  | 11        | 231,845   | 197         | 4,448,265  |  |
| Actual \$ Spent / Lifetime MMBTU Savings      | \$32,816    | 0         | \$26,302  | 1,789     | \$423,673   | 74,042     | \$43,864  | 6,564     | \$526,654   | 82,396     |  |
| Home Energy Assistance                        |             |           |           |           |             |            |           |           |             |            |  |
| Number of Units / Lifetime kWh Savings        | 4           | 76,389    | 8         | 109,670   | 151         | 2,394,534  | 1         | 5,733     | 164         | 2,586,326  |  |
| Actual \$ Spent / Lifetime MMBTU Savings      | \$26,167    | 68        | \$86,458  | 5,554     | \$624,570   | 49,353     | \$40,997  | 1,342     | \$778,193   | 56,316     |  |
| Large Business Energy Solutions               |             |           |           |           |             |            |           |           |             |            |  |
| Number of Participants / Lifetime kWh Savings | 1           | 967,579   | 9         | 1,515,371 | 23          | 15,597,622 | 1         | 6,017,880 | 34          | 24,098,452 |  |
| Actual \$ Spent / Lifetime MMBTU Savings      | \$51,995    | 0         | \$52,499  | 0         | \$536,599   | 4,934      | \$202,899 | 0         | \$843,992   | 4,934      |  |
| Small Business Energy Solutions               |             |           |           |           |             |            |           |           |             |            |  |
| Number of Participants / Lifetime kWh Savings | 8           | 1,721,350 | 16        | 1,257,449 | 55          | 11,596,311 | 39        | 8,698,732 | 118         | 23,273,842 |  |
| Actual \$ Spent / Lifetime MMBTU Savings      | \$31,806    | 0         | \$42,296  | 0         | \$455,357   | 3,945      | \$154,277 | 0         | \$683,736   | 3,945      |  |
| Municipal Program                             |             |           |           |           |             |            |           |           |             |            |  |
| Number of Participants / Lifetime kWh Savings | 0           | 0         | 2         | 170,599   | 3           | 3,088,046  | 2         | 260,975   | 7           | 3,519,620  |  |
| Actual \$ Spent / Lifetime MMBTU Savings      | \$951       | 0         | \$8,040   | 0         | \$67,075    | 290        | \$8,962   | 0         | \$85,028    | 290        |  |
| Educational Programs                          |             |           |           |           |             |            |           |           |             |            |  |
| Actual \$ Spent                               | \$0         |           | \$2,199   |           | \$7,062     |            | \$4,680   |           | \$13,941    |            |  |
| Company Specific Programs / ISO-NE FCM Work   |             |           |           |           |             |            |           |           |             |            |  |
| Number of Participants / Lifetime kWh Savings | 0           | 0         | 0         | 0         | 25,004      | 1,498,000  | 0         | 0         | 25,004      | 1,498,000  |  |
| Actual \$ Spent / Lifetime MMBTU Savings      | \$2,604     | 0         | \$564     | 0         | \$103,138   | 0          | \$2,670   |           | \$108,976   | 0          |  |
| Smart Start (NHEC/PSNH), RGGI RLF (UES)       |             |           |           |           |             |            |           |           |             |            |  |
| Actual \$ Spent                               |             |           | \$694     |           | \$9,146     |            | \$7,192   |           | \$17,032    |            |  |
| · '   |             |           |           |           | . , -       |            | ,         |           | . , -       |            |  |
| Total SBC & RGGI Spent Through March 31, 2014 | \$159,143   |           | \$348,292 |           | \$3,343,250 |            | \$551,191 |           | \$4,401,876 |            |  |

Attachment H (2014)

SBC

# New Hampshire CORE Energy Efficiency Actual Expenditures - SBC January 1, 2014 - March 31, 2014

|   | LU Electric NHEC |           | IEC       | PSNH      |             |            | UNITIL    |           | TOTALS      |            |
|---|------------------|-----------|-----------|-----------|-------------|------------|-----------|-----------|-------------|------------|
| PROGRAMS                                      |                  |           |           |           |             |            |           |           |             |            |
| ENERGY STAR Homes                             |                  |           |           |           |             |            |           |           |             |            |
| Number of Homes / Lifetime kWh Savings        | 1                | 100       | 1         | 229,658   | 13          | 348,250    | 1         | 254,229   | 16          | 832,237    |
| Actual \$ Spent / Lifetime MMBTU Savings      | \$1,216          | 0         | \$14,790  | 3         | \$95,661    | 13,124     | \$11,091  | 2,378     | \$122,758   | 15,505     |
| ENERGY STAR Lighting                          |                  |           |           |           |             |            |           |           |             |            |
| Number of Units / Lifetime kWh Savings        | 6,646            | 1,682,996 | 8,764     | 2,170,958 | 92,539      | 16,972,514 | 4,531     | 820,571   | 112,480     | 21,647,039 |
| Actual \$ Spent / Lifetime MMBTU Savings      | \$5,552          | 0         | \$58,953  | 0         | \$604,468   | 0          | \$38,038  | 0         | \$707,011   | 0          |
| ENERGY STAR Appliances                        |                  |           |           |           |             |            |           |           |             |            |
| Number of Rebates / Lifetime kWh Savings      | 247              | 393,394   | 377       | 635,285   | 2,622       | 4,329,133  | 180       | 428,454   | 3,427       | 5,786,265  |
| Actual \$ Spent / Lifetime MMBTU Savings      | \$4,385          | 5,455     | \$40,442  | 5,829     | \$275,325   | 39,531     | \$27,619  | 1,769     | \$347,772   | 52,584     |
| Home Performance w/ENERGY STAR                |                  |           |           |           |             |            |           |           |             |            |
| Number of Rebates / Lifetime kWh Savings      | 18               | 207,732   | 4         | 34,553    | 140         | 3,440,822  | 10        | 207,748   | 172         | 3,890,855  |
| Actual \$ Spent / Lifetime MMBTU Savings      | \$28,582         | 0         | \$23,238  | 1,581     | \$370,108   | 64,681     | \$39,305  | 5,882     | \$461,232   | 72,144     |
| Home Energy Assistance <sup>1</sup>           |                  |           |           |           |             |            |           |           |             |            |
| Number of Units / Lifetime kWh Savings        | 3                | 60,423    | 6         | 87,758    | 120         | 1,897,827  | 1         | 4,666     | 130         | 2,050,673  |
| Actual \$ Spent / Lifetime MMBTU Savings      | \$20,698         | 54        | \$69,184  | 4,444     | \$495,013   | 39,115     | \$33,368  | 1,092     | \$618,263   | 44,705     |
| Large Business Energy Solutions               |                  |           |           |           |             |            |           |           |             |            |
| Number of Participants / Lifetime kWh Savings | 1                | 842,743   | 8         | 1,338,856 | 20          | 13,625,604 | 1         | 5,392,406 | 30          | 21,199,609 |
| Actual \$ Spent / Lifetime MMBTU Savings      | \$45,287         | 0         | \$46,384  | 0         | \$468,756   | 4,311      | \$181,810 | 0         | \$742,238   | 4,311      |
| Small Business Energy Solutions               |                  |           |           |           |             |            |           |           |             |            |
| Number of Participants / Lifetime kWh Savings | 7                | 1,499,263 | 14        | 1,110,978 | 48          | 10,130,181 | 35        | 7,794,621 | 104         | 20,535,044 |
| Actual \$ Spent / Lifetime MMBTU Savings      | \$27,702         | 0         | \$37,369  | 0         | \$397,786   | 3,446      | \$138,242 | 0         | \$601,099   | 3,446      |
| Educational Programs                          |                  |           |           |           |             |            |           |           |             |            |
| Actual \$ Spent                               | \$0              |           | \$1,943   |           | \$6,169     |            | \$4,193   |           | \$12,305    |            |
| Company Specific Programs / ISO-NE FCM Work   |                  |           |           |           |             |            |           |           |             |            |
| Number of Participants / Lifetime kWh Savings | 0                | 0         | 0         | 0         | 21,843      | 1,308,607  |           |           | 21,843      | 1,308,607  |
| Actual \$ Spent / Lifetime MMBTU Savings      | \$2,268          | 0         | \$499     |           | \$90,098    |            | \$2,392   |           | \$95,257    | 0          |
| Smart Start (NHEC/PSNH), Res. Financing (UES) |                  |           |           |           |             |            |           |           | •           |            |
| Actual \$ Spent                               |                  |           | \$613     |           | \$7,990     |            | \$6,444   |           | \$15,047    |            |
| Total SBC Spent Through March 31, 2014        | \$135,689        |           | \$293,415 |           | \$2,811,374 |            | \$482,505 |           | \$3,722,982 |            |

Attachment H (2014)

RGGI

# New Hampshire CORE Energy Efficiency Actual Expenditures -RGGI January 1, 2014 - March 31, 2014

| DDOCDAMC  | LU Electric NHEC |               | HEC              | PS              | PSNH               |                   | UNITIL         |               | TOTALS              |                   |
|---|------------------|---------------|------------------|-----------------|--------------------|-------------------|----------------|---------------|---------------------|-------------------|
| PROGRAMS ENERGY STAR Homes  |                  |               |                  |                 |                    |                   |                |               |                     |                   |
| Number of Homes / Lifetime kWh Savings  | 0                | 15            | 0                | 30,278          | 2                  | 50,402            | 0              | 29,488        | 2                   | 110,183           |
| Actual \$ Spent / Lifetime MMBTU Savings  | \$180            | 0             | \$1,950          | 0               | \$13,845           | 1,899             | \$1,287        | 276           | \$17,261            | 2,176             |
| ENERGY STAR Lighting  |                  |               |                  |                 |                    |                   |                |               |                     |                   |
| Number of Units / Lifetime kWh Savings<br>Actual \$ Spent / Lifetime MMBTU Savings        | 984<br>\$822     | 249,303<br>0  | 1,156<br>\$7,772 | 286,219<br>0    | 13,393<br>\$87,484 | 2,456,413<br>0    | 526<br>\$4,412 | 95,180<br>0   | 16,059<br>\$100,491 | 3,087,115<br>0    |
| ENERGY STAR Appliances  |                  |               |                  |                 |                    |                   |                |               |                     |                   |
| Number of Rebates / Lifetime kWh Savings<br>Actual \$ Spent / Lifetime MMBTU Savings      | 37<br>\$649      | 58,274<br>808 | 50<br>\$5,332    | 83,756<br>769   | 380<br>\$39,848    | 626,551<br>5,721  | 21<br>\$3,204  | 49,697<br>205 | 487<br>\$49,033     | 818,277<br>7,503  |
| Home Performance w/ENERGY STAR  |                  |               |                  |                 |                    |                   |                |               |                     |                   |
| Number of Rebates / Lifetime kWh Savings<br>Actual \$ Spent / Lifetime MMBTU Savings      | 3<br>\$4,234     | 30,771<br>0   | 1<br>\$3,064     | 4,556<br>208    | 20<br>\$53,565     | 497,986<br>9,361  | 1<br>\$4,559   | 24,097<br>682 | 25<br>\$65,422      | 557,410<br>10,252 |
| Home Energy Assistance <sup>1</sup>   |                  |               |                  |                 |                    |                   |                |               |                     |                   |
| Number of Units / Lifetime kWh Savings<br>Actual \$ Spent / Lifetime MMBTU Savings        | 1<br>\$5,469     | 15,966<br>14  | 2<br>\$17,275    | 21,912<br>1,110 | 31<br>\$129,557    | 496,707<br>10,237 | 0<br>\$7,629   | 1,067<br>250  | 34<br>\$159,929     | 535,653<br>11,611 |
| Large Business Energy Solutions   |                  |               |                  |                 |                    |                   |                |               |                     |                   |
| Number of Participants / Lifetime kWh Savings<br>Actual \$ Spent / Lifetime MMBTU Savings | 0<br>\$6,708     | 124,836<br>0  | 1<br>\$6,115     | 176,515<br>0    | 3<br>\$67,843      | 1,972,019<br>624  | 0<br>\$21,089  | 625,475<br>0  | 4<br>\$101,755      | 2,898,845<br>624  |
| Small Business Energy Solutions   |                  |               |                  |                 |                    |                   |                |               |                     |                   |
| Number of Participants / Lifetime kWh Savings<br>Actual \$ Spent / Lifetime MMBTU Savings | 1<br>\$4,104     | 222,087<br>0  | 2<br>\$4,927     | 146,471<br>0    | 7<br>\$57,571      | 1,466,130<br>499  | 4<br>\$16,035  | 904,113<br>0  | 14<br>\$82,636      | 2,738,801<br>499  |
| New Municipal Program   |                  |               |                  |                 |                    |                   |                |               |                     |                   |
| Number of Participants / Lifetime kWh Savings<br>Actual \$ Spent / Lifetime MMBTU Savings | 0<br>\$951       | 0<br>0        | 2<br>\$8,040     | 170,599<br>0    | 3<br>\$67,075      | 3,088,046<br>290  | 2<br>\$8,962   | 260,975<br>0  | 7<br>\$85,028       | 3,519,620<br>290  |
| Educational Programs  |                  |               |                  |                 |                    |                   |                |               |                     |                   |
| Actual \$ Spent   | \$0              |               | \$256            |                 | \$893              |                   | \$486          |               | \$1,635             |                   |
| Company Specific Programs / ISO-NE FCM Work   |                  |               |                  |                 |                    |                   |                |               |                     |                   |
| Number of Participants / Lifetime kWh Savings<br>Actual \$ Spent / Lifetime MMBTU Savings | 0<br>\$336       | 0<br>0        | 0<br>\$66        | 0<br>0          | 3,161<br>\$13,040  | 189,393<br>0      | 0<br>\$277     | 0<br>0        | 3,161<br>\$13,719   | 189,393<br>0      |
| Smart Start (NHEC/PSNH), Res. Financing (UES)   |                  |               |                  |                 |                    |                   |                |               |                     |                   |
| Actual \$ Spent   | \$0              |               | \$81             |                 | \$1,156            |                   | \$748          |               | \$1,985             |                   |
| Total RGGI Spent Through March 31, 2014   | \$23,454         |               | \$54,877         |                 | \$531,876          |                   | \$68,687       |               | \$678,894           |                   |