

2010 Quarterly Report

**CORE NH Program Highlights**  
 (January 1 - September 30, 2010)

| NH CORE<br>ENERGY EFFICIENCY PROGRAMS                 | EXPENSES<br>(\$)                        |                         | SAVINGS<br>(Lifetime kWh)               |                         | NUMBER OF<br>CUSTOMERS                  |                         |
|---|---|-------------------------|---|-------------------------|---|-------------------------|
|   | Actual + In<br>Process +<br>Prospective | Percent<br>of<br>Budget | Actual + In<br>Process +<br>Prospective | Percent<br>of<br>Budget | Actual + In<br>Process +<br>Prospective | Percent<br>of<br>Budget |
| <b>RESIDENTIAL (nhsaves@home)</b>                     |   |                         |   |                         |   |                         |
| ENERGY STAR Homes                                     | \$1,461,747                             | 100%                    | 31,225,266                              | 557%                    | 629                                     | 124%                    |
| NH Home Performance w/Energy Star                     | \$1,622,034                             | 79%                     | 13,040,023                              | 168%                    | 1,174                                   | 135%                    |
| Home Energy Assistance                                | \$2,595,809                             | 95%                     | 25,079,957                              | 103%                    | 1,121                                   | 112%                    |
| ENERGY STAR Lighting                                  | \$1,062,040                             | 86%                     | 61,896,164                              | 75%                     | 272,842                                 | 82%                     |
| ENERGY STAR Appliances                                | \$1,069,520                             | 106%                    | 32,489,178                              | 153%                    | 13,326                                  | 94%                     |
| <b>TOTAL RESIDENTIAL</b>                              | <b>\$7,811,150</b>                      | <b>92%</b>              | <b>163,730,588</b>                      | <b>116%</b>             | <b>289,092</b>                          | <b>82%</b>              |
| <b>COMMERCIAL &amp; INDUSTRIAL<br/>(nhsaves@work)</b> |   |                         |   |                         |   |                         |
| Small Business Energy Solutions                       | \$2,473,283                             | 82%                     | 84,293,822                              | 75%                     | 514                                     | 89%                     |
| Large Business Energy Solutions                       | \$3,159,937                             | 92%                     | 244,786,954                             | 109%                    | 238                                     | 87%                     |
| New Construction                                      | \$1,594,153                             | 62%                     | 83,814,687                              | 82%                     | 128                                     | 61%                     |
| <b>TOTAL COMMERCIAL &amp; INDUSTRIAL</b>              | <b>\$7,227,373</b>                      | <b>80%</b>              | <b>412,895,463</b>                      | <b>94%</b>              | <b>880</b>                              | <b>83%</b>              |
| <b>TOTAL</b>  | <b>\$15,038,523</b>                     | <b>86%</b>              | <b>576,626,051</b>                      | <b>99%</b>              | <b>289,972</b>                          | <b>82%</b>              |

| nhsaves@home<br>Energy Star Homes   | Budget Goal<br>(2010) | Thru 9/30/2010     |                   |                    |                    | Percent of<br>Budget/Goal |
|---|-----------------------|--------------------|-------------------|--------------------|--------------------|---------------------------|
|   |                       | Actual             | In Process        | Prospective        | Total              |                           |
| <b>Program Expenses (\$)</b>  |                       |                    |                   |                    |                    |                           |
| National Grid   | \$184,309             | \$136,037          | \$0               | \$0                | \$136,037          | 73.8%                     |
| NHEC  | \$116,499             | \$67,261           | \$48,000          | \$33,000           | \$148,261          | 127.3%                    |
| PSNH  | \$945,047             | \$771,071          | \$125,934         | \$57,444           | \$954,449          | 101.0%                    |
| Unitil  | \$223,000             | \$87,697           | \$135,303         | \$0                | \$223,000          | 100.0%                    |
| <b>Total</b>  | <b>\$1,468,855</b>    | <b>\$1,062,066</b> | <b>\$309,237</b>  | <b>\$90,444</b>    | <b>\$1,461,747</b> | <b>99.5%</b>              |
| <b>Program Participation</b>  |                       |                    |                   |                    |                    |                           |
| National Grid   | 69                    | 68                 | 0                 | 0                  | 68                 | 98.6%                     |
| NHEC  | 23                    | 18                 | 16                | 11                 | 45                 | 195.7%                    |
| PSNH  | 350                   | 349                | 57                | 26                 | 432                | 123.4%                    |
| Unitil  | <u>67</u>             | <u>17</u>          | <u>67</u>         | <u>0</u>           | <u>84</u>          | <u>125.4%</u>             |
| <b>Total</b>  | <b>509</b>            | <b>452</b>         | <b>140</b>        | <b>37</b>          | <b>629</b>         | <b>123.6%</b>             |
| <b>Program Savings (Lifetime kWh)</b>   |                       |                    |                   |                    |                    |                           |
| National Grid   | 816,237               | 3,486,883          | 0                 | 0                  | 3,486,883          | 427.2%                    |
| NHEC  | 224,867               | 483,919            | 95,561            | 65,698             | 645,178            | 286.9%                    |
| PSNH  | 4,101,556             | 21,341,450         | 3,485,566         | 1,589,907          | 26,416,924         | 644.1%                    |
| Unitil  | <u>460,744</u>        | <u>576,281</u>     | <u>100,000</u>    | <u>0</u>           | <u>676,281</u>     | <u>146.8%</u>             |
| <b>Total</b>  | <b>5,603,404</b>      | <b>25,888,533</b>  | <b>3,681,127</b>  | <b>1,655,606</b>   | <b>31,225,266</b>  | <b>557.3%</b>             |
| <b>Program Savings (Lifetime MMBTU Savings from Oil, Natural Gas, Kerosene, Coal, Wood)</b> |                       |                    |                   |                    |                    |                           |
|   |                       | <b>Actual</b>      | <b>In Process</b> | <b>Prospective</b> | <b>Total</b>       |                           |
| National Grid   |                       | 46,467             | 0                 | 0                  | 46,467             |                           |
| NHEC  |                       | 9,835              | 0                 | 0                  | 9,835              |                           |
| PSNH  |                       | 174,414            | 0                 | 0                  | 174,414            |                           |
| Unitil  |                       | <u>15,492</u>      | <u>0</u>          | <u>0</u>           | <u>15,492</u>      |                           |
| <b>Total</b>  |                       | <b>246,208</b>     | <b>0</b>          | <b>0</b>           | <b>246,208</b>     |                           |

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.

**Notes:**

PSNH predicts it will slightly exceed 2010 ESHomes budget due to increasing number of 2011 homes completing earlier than planned.

| nhsaves@home<br>NH Home Performance w/E   | Budget Goal<br>(2010) | Thru 9/30/2010     |                 |                 |                    | Percent of<br>Budget/Goal |
|---|-----------------------|--------------------|-----------------|-----------------|--------------------|---------------------------|
|   |                       | Actual             | In Process      | Prospective     | Total              |                           |
| <b>Program Expenses (\$)</b>  |                       |                    |                 |                 |                    |                           |
| National Grid   | \$57,186              | \$49,554           | \$0             | \$0             | \$49,554           | 86.7%                     |
| NHEC  | \$143,030             | \$73,648           | \$2,846         | \$712           | \$77,206           | 54.0%                     |
| PSNH  | \$1,620,080           | \$1,161,538        | \$76,691        | \$22,775        | \$1,261,004        | 77.8%                     |
| Unitil  | <u>\$234,270</u>      | <u>\$228,604</u>   | <u>\$5,666</u>  | <u>\$0</u>      | <u>\$234,270</u>   | <u>100.0%</u>             |
| <b>Total</b>  | <b>\$2,054,566</b>    | <b>\$1,513,344</b> | <b>\$85,203</b> | <b>\$23,487</b> | <b>\$1,622,034</b> | <b>78.9%</b>              |
| <b>Program Participation</b>  |                       |                    |                 |                 |                    |                           |
| National Grid   | 66                    | 39                 | 0               | 0               | 39                 | 59.1%                     |
| NHEC  | 24                    | 22                 | 4               | 1               | 27                 | 112.5%                    |
| PSNH  | 685                   | 992                | 64              | 19              | 1075               | 156.9%                    |
| Unitil  | <u>97</u>             | <u>33</u>          | <u>0</u>        | <u>0</u>        | <u>33</u>          | <u>34.0%</u>              |
| <b>Total</b>  | <b>872</b>            | <b>1,086</b>       | <b>68</b>       | <b>20</b>       | <b>1,174</b>       | <b>134.6%</b>             |
| <b>Program Savings (Lifetime kWh)</b>   |                       |                    |                 |                 |                    |                           |
| National Grid   | 1,196,738             | 1,875,352          | 0               | 0               | 1,875,352          | 156.7%                    |
| NHEC  | 2,399,615             | 2,016,979          | 366,723         | 91,681          | 2,475,383          | 103.2%                    |
| PSNH  | 3,298,735             | 7,945,156          | 512,406         | 152,172         | 8,609,735          | 261.0%                    |
| Unitil  | <u>870,035</u>        | <u>79,553</u>      | <u>0</u>        | <u>0</u>        | <u>79,553</u>      | <u>9.1%</u>               |
| <b>Total</b>  | <b>7,765,123</b>      | <b>11,917,041</b>  | <b>879,129</b>  | <b>243,853</b>  | <b>13,040,023</b>  | <b>167.9%</b>             |
| <b>Program Savings (Lifetime MMBTU Savings from Oil, Natural Gas, Kerosene, Coal, Wood)</b> |                       |                    |                 |                 |                    |                           |
| National Grid   |                       | 0                  | 0               | 0               | 0                  |                           |
| NHEC  |                       | 10,403             | 0               | 0               | 10,403             |                           |
| PSNH  |                       | 184,800            | 0               | 0               | 184,800            |                           |
| Unitil  |                       | <u>38,619</u>      | <u>0</u>        | <u>0</u>        | <u>38,619</u>      |                           |
| <b>Total</b>  |                       | <b>233,822</b>     | <b>0</b>        | <b>0</b>        | <b>233,822</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.

**Notes:**

Includes HES Fuel Neutral Pilot Projects for PSNH and Unitil.

| nhsaves@home<br>home energy assistance  | Budget Goal<br>(2010) | Thru 9/30/2010     |                  |                 |                    | Percent of<br>Budget/Goal |
|---|-----------------------|--------------------|------------------|-----------------|--------------------|---------------------------|
|   |                       | Actual             | In Process       | Prospective     | Total              |                           |
| <b>Program Expenses (\$)</b>  |                       |                    |                  |                 |                    |                           |
| National Grid   | \$200,859             | \$165,294          | \$0              | \$0             | \$165,294          | 82.3%                     |
| NHEC  | \$171,354             | \$127,827          | \$16,203         | \$5,401         | \$149,431          | 87.2%                     |
| PSNH  | \$2,001,201           | \$1,616,325        | \$259,708        | \$33,538        | \$1,909,571        | 95.4%                     |
| Unitil  | \$371,514             | \$225,674          | \$145,840        | \$0             | \$371,514          | 100.0%                    |
| <b>Total</b>  | <b>\$2,744,928</b>    | <b>\$2,135,119</b> | <b>\$421,751</b> | <b>\$38,939</b> | <b>\$2,595,809</b> | <b>94.6%</b>              |
| <b>Program Participation</b>  |                       |                    |                  |                 |                    |                           |
| National Grid   | 45                    | 30                 | 0                | 0               | 30                 | 66.7%                     |
| NHEC  | 55                    | 71                 | 6                | 2               | 79                 | 143.6%                    |
| PSNH  | 816                   | 771                | 124              | 16              | 911                | 111.6%                    |
| Unitil  | 83                    | 50                 | 51               | 0               | 101                | 121.7%                    |
| <b>Total</b>  | <b>999</b>            | <b>922</b>         | <b>181</b>       | <b>18</b>       | <b>1,121</b>       | <b>112.2%</b>             |
| <b>Program Savings (Lifetime kWh)</b>   |                       |                    |                  |                 |                    |                           |
| National Grid   | 1,010,312             | 1,031,392          | 0                | 0               | 1,031,392          | 102.1%                    |
| NHEC  | 1,092,184             | 1,324,553          | 111,934          | 37,311          | 1,473,798          | 134.9%                    |
| PSNH  | 11,432,655            | 9,314,732          | 1,735,366        | 224,101         | 11,274,199         | 98.6%                     |
| Unitil  | 10,762,879            | 11,100,568         | 200,000          | 0               | 11,300,568         | 105.0%                    |
| <b>Total</b>  | <b>24,298,030</b>     | <b>22,771,244</b>  | <b>2,047,300</b> | <b>261,412</b>  | <b>25,079,957</b>  | <b>103.2%</b>             |
| <b>Program Savings (Lifetime MMBTU Savings from Oil, Natural Gas, Kerosene, Coal, Wood)</b> |                       |                    |                  |                 |                    |                           |
| National Grid   |                       | 12,311             | 0                | 0               | 12,311             |                           |
| NHEC  |                       | 44,529             | 0                | 0               | 44,529             |                           |
| PSNH  |                       | 418,237            | 0                | 0               | 418,237            |                           |
| * Unitil  |                       | 34,140             | 15,000           | 0               | 49,140             |                           |
|   |                       | <b>509,217</b>     | <b>15,000</b>    | <b>0</b>        | <b>524,217</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.

**Notes:**

PSNH predicts exceeding this program budget by possibly 9-10% in 2010.

| nhsaves@home<br>ENERGY STAR Lighting | Budget Goal<br>(2010) | Thru 9/30/2010    |                  |                  |                    | Percent of<br>Budget/Goal |
|--------------------------------------|-----------------------|-------------------|------------------|------------------|--------------------|---------------------------|
|                                      |                       | Actual            | In Process       | Prospective      | Total              |                           |
| Program Expenses (\$)                |                       |                   |                  |                  |                    |                           |
| National Grid                        | \$54,582              | \$36,542          | \$0              | \$0              | \$36,542           | 66.9%                     |
| NHEC                                 | \$93,810              | \$28,904          | \$16,699         | \$0              | \$45,603           | 48.6%                     |
| PSNH                                 | \$859,568             | \$466,471         | \$302,901        | \$45,523         | \$814,895          | 94.8%                     |
| Unitil                               | <u>\$220,000</u>      | <u>\$100,220</u>  | <u>\$64,780</u>  | <u>\$0</u>       | <u>\$165,000</u>   | <u>75.0%</u>              |
| <b>Total</b>                         | <b>\$1,227,960</b>    | <b>\$632,137</b>  | <b>\$384,380</b> | <b>\$45,523</b>  | <b>\$1,062,040</b> | <b>86.5%</b>              |
| Program Participation                |                       |                   |                  |                  |                    |                           |
| National Grid                        | 8,933                 | 4,091             | 0                | 0                | 4,091              | 45.8%                     |
| NHEC                                 | 18,298                | 7,246             | 3,125            | 0                | 10,371             | 56.7%                     |
| PSNH                                 | 244,483               | 192,263           | 21,804           | 18,763           | 232,830            | 95.2%                     |
| Unitil                               | <u>62,498</u>         | <u>15,550</u>     | <u>10,000</u>    | <u>0</u>         | <u>25,550</u>      | <u>40.9%</u>              |
| <b>Total</b>                         | <b>334,212</b>        | <b>219,150</b>    | <b>34,929</b>    | <b>18,763</b>    | <b>272,842</b>     | <b>81.6%</b>              |
| Program Savings (Lifetime kWh)       |                       |                   |                  |                  |                    |                           |
| National Grid                        | 2,773,390             | 2,215,663         | 0                | 0                | 2,215,663          | 79.9%                     |
| NHEC                                 | 4,373,890             | 2,062,335         | 837,814          | 0                | 2,900,149          | 66.3%                     |
| PSNH                                 | 56,436,972            | 40,355,324        | 4,698,889        | 3,929,144        | 48,983,357         | 86.8%                     |
| Unitil                               | <u>18,938,241</u>     | <u>4,240,995</u>  | <u>3,556,000</u> | <u>0</u>         | <u>7,796,995</u>   | <u>41.2%</u>              |
| <b>Total</b>                         | <b>82,522,493</b>     | <b>48,874,317</b> | <b>9,092,703</b> | <b>3,929,144</b> | <b>61,896,164</b>  | <b>75.0%</b>              |

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.)

**Notes:**

| nhsaves@home<br>ENERGY STAR Appliances | Budget Goal<br>(2010) | Thru 9/30/2010    |                  |                  |                    | Percent of<br>Budget/Goal |
|--|-----------------------|-------------------|------------------|------------------|--------------------|---------------------------|
|  |                       | Actual            | In Process       | Prospective      | Total              |                           |
| <b>Program Expenses (\$)</b>           |                       |                   |                  |                  |                    |                           |
| National Grid                          | \$59,236              | \$49,648          | \$0              | \$0              | \$49,648           | 83.8%                     |
| NHEC                                   | \$96,810              | \$49,291          | \$12,707         | \$0              | \$61,998           | 64.0%                     |
| PSNH                                   | \$630,031             | \$534,316         | \$138,246        | \$62,308         | \$734,870          | 116.6%                    |
| Unitil                                 | <u>\$223,003</u>      | <u>\$136,045</u>  | <u>\$86,958</u>  | <u>\$0</u>       | <u>\$223,003</u>   | <u>100.0%</u>             |
| <b>Total</b>                           | <b>\$1,009,080</b>    | <b>\$769,300</b>  | <b>\$237,911</b> | <b>\$62,308</b>  | <b>\$1,069,520</b> | <b>106.0%</b>             |
| <b>Program Participation</b>           |                       |                   |                  |                  |                    |                           |
| National Grid                          | 626                   | 381               | 0                | 0                | 381                | 60.9%                     |
| NHEC                                   | 816                   | 653               | 35               | 0                | 688                | 84.3%                     |
| PSNH                                   | 10,190                | 7,795             | 2,636            | 909              | 11,340             | 111.3%                    |
| Unitil                                 | <u>2,511</u>          | <u>717</u>        | <u>200</u>       | <u>0</u>         | <u>917</u>         | <u>36.5%</u>              |
| <b>Total</b>                           | <b>14,143</b>         | <b>9,546</b>      | <b>2,871</b>     | <b>909</b>       | <b>13,326</b>      | <b>94.2%</b>              |
| <b>Program Savings (Lifetime kWh)</b>  |                       |                   |                  |                  |                    |                           |
| National Grid                          | 1,268,963             | 936,120           | 0                | 0                | 936,120            | 73.8%                     |
| NHEC                                   | 1,189,579             | 923,813           | 62,844           | 0                | 986,657            | 82.9%                     |
| PSNH                                   | 14,577,389            | 21,900,635        | 2,980,807        | 2,420,235        | 27,301,677         | 187.3%                    |
| Unitil                                 | <u>4,249,139</u>      | <u>2,552,680</u>  | <u>712,044</u>   | <u>0</u>         | <u>3,264,724</u>   | <u>76.8%</u>              |
| <b>Total</b>                           | <b>21,285,070</b>     | <b>26,313,248</b> | <b>3,755,695</b> | <b>2,420,235</b> | <b>32,489,178</b>  | <b>152.6%</b>             |

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.

**Notes:**

PSNH predicts exceeding this program budget by possibly 10-17% in 2010.

| <a href="#">nhsaves@work</a><br>Small Business Energy Sol | Budget Goal<br>(2010) | Thru 9/30/2010     |                   |                   |                    | Percent of<br>Budget/Goal |
|---|-----------------------|--------------------|-------------------|-------------------|--------------------|---------------------------|
|   |                       | Actual             | In Process        | Prospective       | Total              |                           |
| Program Expenses (\$)                                     |                       |                    |                   |                   |                    |                           |
| National Grid   | \$160,653             | \$128,269          | \$0               | \$0               | \$128,269          | 79.8%                     |
| NHEC  | \$95,872              | \$23,233           | \$26,482          | \$79,446          | \$129,161          | 134.7%                    |
| PSNH  | \$2,313,641           | \$1,225,313        | \$309,646         | \$382,163         | \$1,917,122        | 82.9%                     |
| Unitil  | \$442,374             | \$214,769          | \$67,152          | \$16,810          | \$298,731          | 67.5%                     |
| <b>Total</b>  | <b>\$3,012,540</b>    | <b>\$1,591,584</b> | <b>\$403,280</b>  | <b>\$478,419</b>  | <b>\$2,473,283</b> | <b>82.1%</b>              |
| Program Participation                                     |                       |                    |                   |                   |                    |                           |
| National Grid   | 31                    | 9                  | 0                 | 0                 | 9                  | 29.0%                     |
| NHEC  | 21                    | 0                  | 5                 | 15                | 20                 | 95.2%                     |
| PSNH  | 465                   | 277                | 70                | 109               | 456                | 98.1%                     |
| Unitil  | 63                    | 19                 | 4                 | 6                 | 29                 | 46.0%                     |
| <b>Total</b>  | <b>580</b>            | <b>305</b>         | <b>79</b>         | <b>130</b>        | <b>514</b>         | <b>88.6%</b>              |
| Program Savings (Lifetime kWh)                            |                       |                    |                   |                   |                    |                           |
| National Grid   | 5,992,478             | 1,114,705          | 0                 | 0                 | 1,114,705          | 18.6%                     |
| NHEC  | 2,344,784             | 119,403            | 965,752           | 2,897,256         | 3,982,411          | 169.8%                    |
| PSNH  | 84,843,464            | 46,365,492         | 9,497,017         | 12,176,448        | 68,038,957         | 80.2%                     |
| Unitil  | 19,633,065            | 7,953,777          | 3,203,967         | 6                 | 11,157,750         | 56.8%                     |
| <b>Total</b>  | <b>112,813,791</b>    | <b>55,553,376</b>  | <b>13,666,736</b> | <b>15,073,710</b> | <b>84,293,822</b>  | <b>74.7%</b>              |

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.

**Notes:**

NGRID - Moved \$68,000 from Small Business to C&I New Equipment & Construction on 10/28/2010.  
[\$228,653 - \$68,000 = \$160,653]

| <a href="#">nhsaves@work</a><br>Large Business Retrofit | Budget Goal<br>(2010) | Thru 9/30/2010     |                    |                   |                    | Percent of<br>Budget/Goal |
|---|-----------------------|--------------------|--------------------|-------------------|--------------------|---------------------------|
|   |                       | Actual             | In Process         | Prospective       | Total              |                           |
| Program Expenses (\$)                                   |                       |                    |                    |                   |                    |                           |
| National Grid   | \$458,910             | \$341,308          | \$0                | \$0               | \$341,308          | 74.4%                     |
| NHEC  | \$131,127             | \$23,040           | \$0                | \$0               | \$23,040           | 17.6%                     |
| PSNH  | \$2,366,743           | \$1,007,573        | \$913,231          | \$500,225         | \$2,421,029        | 102.3%                    |
| Unitil  | \$464,987             | \$151,443          | \$123,117          | \$100,000         | \$374,559          | 80.6%                     |
| <b>Total</b>  | <b>\$3,421,767</b>    | <b>\$1,523,364</b> | <b>\$1,036,348</b> | <b>\$600,225</b>  | <b>\$3,159,937</b> | <b>92.3%</b>              |
| Program Participation                                   |                       |                    |                    |                   |                    |                           |
| National Grid   | 27                    | 30                 | 0                  | 0                 | 30                 | 111.1%                    |
| NHEC  | 17                    | 0                  | 0                  | 3                 | 3                  | 17.6%                     |
| PSNH  | 212                   | 70                 | 58                 | 59                | 187                | 88.2%                     |
| Unitil  | 19                    | 3                  | 7                  | 8                 | 18                 | 94.7%                     |
| <b>Total</b>  | <b>275</b>            | <b>103</b>         | <b>65</b>          | <b>70</b>         | <b>238</b>         | <b>86.5%</b>              |
| Program Savings (Lifetime kWh)                          |                       |                    |                    |                   |                    |                           |
| National Grid   | 50,325,274            | 31,193,877         | 0                  | 0                 | 31,193,877         | 62.0%                     |
| NHEC  | 5,128,321             | 0                  | 0                  | 0                 | 0                  | 0.0%                      |
| PSNH  | 146,871,876           | 89,565,865         | 51,948,202         | 52,843,860        | 194,357,927        | 132.3%                    |
| Unitil  | 22,473,855            | 7,073,521          | 9,981,629          | 2,180,000         | 19,235,150         | 85.6%                     |
| <b>Total</b>  | <b>224,799,326</b>    | <b>127,833,263</b> | <b>61,929,831</b>  | <b>55,023,860</b> | <b>244,786,954</b> | <b>108.9%</b>             |

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.

**Notes:**

NGRID - Budgets for the Municipal Program are included in the Large C&I Retrofit and New Equipment & Construction Program budgets.

| <a href="#">nhsaves@work</a><br>New Construction | Budget Goal<br>(2010) | Thru 9/30/2010     |                   |                   |                    | Percent of<br>Budget/Goal |
|--|-----------------------|--------------------|-------------------|-------------------|--------------------|---------------------------|
|  |                       | Actual             | In Process        | Prospective       | Total              |                           |
| Program Expenses (\$)                            |                       |                    |                   |                   |                    |                           |
| National Grid                                    | \$209,500             | \$188,410          | \$0               | \$0               | \$188,410          | 89.9%                     |
| NHEC   | \$133,332             | \$19,946           | \$10,000          | \$10,000          | \$39,946           | 30.0%                     |
| PSNH   | \$1,933,466           | \$774,642          | \$368,130         | \$148,675         | \$1,291,447        | 66.8%                     |
| Unitil   | <u>\$294,545</u>      | <u>\$64,351</u>    | <u>\$10,000</u>   | <u>\$0</u>        | <u>\$74,351</u>    | <u>25.2%</u>              |
| <b>Total</b>                                     | <b>\$2,570,843</b>    | <b>\$1,047,348</b> | <b>\$388,130</b>  | <b>\$158,675</b>  | <b>\$1,594,153</b> | <b>62.0%</b>              |
| Program Participation                            |                       |                    |                   |                   |                    |                           |
| National Grid                                    | 6                     | 15                 | 0                 | 0                 | 15                 | 250.0%                    |
| NHEC   | 19                    | 0                  | 1                 | 1                 | 2                  | 10.5%                     |
| PSNH   | 173                   | 58                 | 31                | 19                | 108                | 62.4%                     |
| Unitil   | <u>13</u>             | <u>0</u>           | <u>1</u>          | <u>2</u>          | <u>3</u>           | <u>23.1%</u>              |
| <b>Total</b>                                     | <b>211</b>            | <b>73</b>          | <b>33</b>         | <b>22</b>         | <b>128</b>         | <b>60.7%</b>              |
| Program Savings (Lifetime kWh)                   |                       |                    |                   |                   |                    |                           |
| National Grid                                    | 4,587,025             | 10,588,475         | 0                 | 0                 | 10,588,475         | 230.8%                    |
| NHEC   | 13,926,831            | 0                  | 1,350,000         | 1,350,000         | 2,700,000          | 19.4%                     |
| PSNH   | 73,725,472            | 39,567,382         | 19,033,275        | 11,665,556        | 70,266,213         | 95.3%                     |
| Unitil   | <u>10,214,550</u>     | <u>0</u>           | <u>260,000</u>    | <u>0</u>          | <u>260,000</u>     | <u>2.5%</u>               |
| <b>Total</b>                                     | <b>102,453,878</b>    | <b>50,155,857</b>  | <b>20,643,275</b> | <b>13,015,556</b> | <b>83,814,687</b>  | <b>81.8%</b>              |

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In Process = Customer/Utility have a signed rebate form.

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

**Notes:**

NGRID - Budgets for the Municipal Program are included in the Large C&I Retrofit and New Equipment & Construction Program budgets.

NGRID - Moved \$68,000 from Small Business to C&I New Equipment & Construction on 10/28/2010.

[\$141,500 + \$68,000 = \$209,500]

| Utility Specific Programs             |                               | Budget Goal (2010) | Thru 9/30/2010    |                   |                  |                    | Percent of Budget/Goal |
|---------------------------------------|-------------------------------|--------------------|-------------------|-------------------|------------------|--------------------|------------------------|
|                                       |                               |                    | Actual            | In Process        | Prospective      | Total              |                        |
| <b>Program Expenses (\$)</b>          |                               |                    |                   |                   |                  |                    |                        |
| NGRID                                 | Educational Programs          | \$0                | \$0               | \$0               | \$0              | \$0                | 0.0%                   |
| NHEC                                  | Educational Programs          | \$35,566           | \$7,638           | \$514             | \$0              | \$8,152            | 22.9%                  |
| PSNH                                  | Educational Programs          | \$157,507          | \$38,258          | \$77,928          | \$0              | \$116,186          | 73.8%                  |
| Unitil                                | Educational Programs          | <u>\$40,000</u>    | <u>\$4,148</u>    | <u>\$0</u>        | <u>\$0</u>       | <u>\$4,148</u>     | 10.4%                  |
|                                       | <b>Total</b>                  | <b>\$233,073</b>   | <b>\$50,044</b>   | <b>\$78,442</b>   | <b>\$0</b>       | <b>\$128,486</b>   | <b>55.1%</b>           |
| NHEC                                  | Load Management               | \$100,707          | \$88,544          | \$16,573          | \$0              | \$105,117          | 104.4%                 |
| NHEC                                  | Smart Start Program           | \$8,372            | \$1,041           | \$81              | \$0              | \$1,122            | 13.4%                  |
| NHEC                                  | High Efficiency Heat Pump Pgm | \$97,482           | \$15,892          | \$16,000          | \$20,000         | \$51,892           | 53.2%                  |
| PSNH                                  | Smart Start Program           | \$50,000           | \$6,625           | \$0               | \$0              | \$6,625            | 13.3%                  |
| PSNH                                  | ES Homes - Geothermal         | \$360,018          | \$215,896         | \$39,770          | \$45,452         | \$301,118          | 83.6%                  |
| PSNH                                  | HEA - HEATSMART               | \$0                | \$0               | \$0               | \$0              | \$0                | 0.0%                   |
| PSNH                                  | C&I Customer Partnerships     | \$30,000           | \$8,197           | \$0               | \$0              | \$8,197            | 27.3%                  |
| PSNH                                  | C&I RFP Pilot Program         | \$507,859          | \$38,486          | \$530,123         | \$0              | \$568,609          | 112.0%                 |
| Unitil                                | EE Website & Home Energy Auc  | \$44,500           | \$38,357          | \$0               | \$0              | \$38,357           | 86.2%                  |
| Unitil                                | ISO-Related Expenses          | <u>\$14,000</u>    | <u>\$4,574</u>    | <u>\$0</u>        | <u>\$0</u>       | <u>\$4,574</u>     | <u>32.7%</u>           |
|                                       | <b>Total</b>                  | <b>\$1,212,938</b> | <b>\$417,612</b>  | <b>\$602,547</b>  | <b>\$65,452</b>  | <b>\$1,085,611</b> | <b>89.5%</b>           |
|                                       |                               |                    |                   |                   |                  | <b>\$1,214,097</b> |                        |
| <b>Program Participation</b>          |                               |                    |                   |                   |                  |                    |                        |
| NGRID                                 | Educational Programs          | 0                  | 0                 | 0                 | 0                | 0                  | 0.0%                   |
| NHEC                                  | Educational Programs          | 0                  | 0                 | 0                 | 0                | 0                  | 0.0%                   |
| PSNH                                  | Educational Programs          | 0                  | 0                 | 0                 | 0                | 0                  | 0.0%                   |
| Unitil                                | Educational Programs          | <u>0</u>           | <u>0</u>          | <u>0</u>          | <u>0</u>         | <u>0</u>           | 0.0%                   |
|                                       | <b>Total</b>                  | <b>0</b>           | <b>0</b>          | <b>0</b>          | <b>0</b>         | <b>0</b>           | <b>0.0%</b>            |
| NHEC                                  | Load Management               | 0                  | 0                 | 0                 | 0                | 0                  | 0.0%                   |
| NHEC                                  | Smart Start Program           | 0                  | 0                 | 0                 | 0                | 0                  | 0.0%                   |
| NHEC                                  | High Efficiency Heat Pump Pgm | 10                 | 1                 | 4                 | 5                | 10                 | 100.0%                 |
| PSNH                                  | Smart Start Program           | 0                  | 14                | 27                | 7                | 48                 | 0.0%                   |
| PSNH                                  | ES Homes - Geothermal         | 48                 | 38                | 7                 | 8                | 53                 | 110.4%                 |
| PSNH                                  | HEA - HEATSMART               | 0                  | 0                 | 0                 | 0                | 0                  | 0.0%                   |
| PSNH                                  | C&I Customer Partnerships     | 3                  | 2                 | 0                 | 0                | 2                  | 66.7%                  |
| PSNH                                  | C&I RFP Pilot Program         | 0                  | 0                 | 0                 | 0                | 0                  | 0.0%                   |
| Unitil                                | EE Website & Home Energy Auc  | <u>0</u>           | <u>0</u>          | <u>0</u>          | <u>0</u>         | <u>0</u>           | 0.0%                   |
|                                       | <b>Total</b>                  | <b>61</b>          | <b>55</b>         | <b>38</b>         | <b>20</b>        | <b>113</b>         | <b>185.2%</b>          |
| <b>Program Savings (Lifetime kWh)</b> |                               |                    |                   |                   |                  |                    |                        |
| NHEC                                  | Load Management               | 0                  | 0                 | 0                 | 0                | 0                  | 0.0%                   |
| NHEC                                  | Smart Start Program           | 0                  | 0                 | 0                 | 0                | 0                  | 0.0%                   |
| NHEC                                  | High Efficiency Heat Pump Pgm | 6,048,862          | 216,275           | 1,451,950         | 0                | 1,668,225          | 27.6%                  |
| PSNH                                  | Smart Start Program           | 0                  | 0                 | 0                 | 0                | 0                  | 0.0%                   |
| PSNH                                  | ES Homes - Geothermal         | 20,590,605         | 23,628,200        | 4,352,563         | 4,974,358        | 32,955,121         | 160.0%                 |
| PSNH                                  | HEA - HEATSMART               | 0                  | 0                 | 0                 | 0                | 0                  | 0.0%                   |
| PSNH                                  | C&I Customer Partnerships     | 0                  | 0                 | 0                 | 0                | 0                  | 0.0%                   |
| PSNH                                  | C&I RFP Pilot Program         | 27,144,006         | 0                 | 33,498,841        | 0                | 33,498,841         | 123.4%                 |
| Unitil                                | EE Website & Home Energy Auc  | 0                  | 0                 | 0                 | 0                | 0                  | 0.0%                   |
|                                       | <b>Total</b>                  | <b>53,783,473</b>  | <b>23,844,475</b> | <b>39,303,354</b> | <b>4,974,358</b> | <b>68,122,187</b>  | <b>126.7%</b>          |

Notes