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November 29, 2016

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

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

Dear Director Howland:

Enclosed for filing with the Commission are four copies of the Third Quarter 2016 Report for the CORE Energy Efficiency Programs containing results for all the electric and natural gas utilities. A new report entitled "Program Results, RGGI Grant Award RFP #14-004 is also included (please reference page 32). The utilities will include and update this report on a quarterly basis for the three year period 2016 – 2018.

A copy of this report was made available electronically to the Commission and all parties on the service list on November 29, 2016. Eversource is filing four copies consistent with the ruling of the Commission in Order No. 25,462 dated February 1, 2013.

Very truly yours,

A handwritten signature in black ink that reads "Rhonda J. Bisson".

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

Enclosures  
cc: Service List



# New Hampshire CORE Energy Efficiency Programs

3<sup>rd</sup> Quarter Report  
January 2016 – September 2016

Docket DE 14-216

November 29, 2016



3rd Quarter Report  
January 2016 - September 2016

Table of Contents

	Description	Page
Highlights	CORE and Company-Specific Programs	1
	CORE Programs	2
	Company-Specific Programs	3
	Home Energy Assistance Program - Highlights	4
	CO <sub>2</sub> Emissions Reductions	5
	Annual Savings by Fuel Type	6
	Summary of Results by Utility	7
Program Results	Home Energy Assistance (HEA)	8
	Energy Star® Homes	9
	Home Performance with Energy Star® (HPwES)	10
	Energy Star® Products	11
	Large Business Energy Solutions	12
	Small Business Energy Solutions	13
	Municipal Program	14
	Company-Specific Programs - LU Electric & LU Gas; Unitil Electric & Unitil Gas; NHEC	15
	Company-Specific Programs - Eversource	16
	Education Programs	17
	Forward Capacity Market (FCM) - Proceeds and Expenses	18
Expenses by Activity	Residential Programs	19-20
	C&I and Municipal Programs	21-22
	Residential, C&I and Municipal Combined	22
Other	Evaluation, Monitoring and Verification (EM&V)	23
	Revolving Loan Fund (RLF)	24
	Smart-Start Revolving Loan Program	25
	Residential Third Party Financing Option - Funded Through the CORE Program	26
	Residential Third Party Financing Option - Funded Through Better Buildings OEP/CDFA Collaboration	27
	Electric Programs - Summary of Actual Results by Utility and Program	28
	Allocation of Electric Program Expenses, Savings and Customers Served by Funding Source	
	System Benefits Charge, Forward Capacity Market and Interest Funds Only	29
	Energy Efficiency Fund Only - Regional Greenhouse Gas Initiative	30
	Gas Programs - Summary of Actual Results by Utility and Program	31
RGGI Grant Award 2016 - 2018 Program Results	32	

3rd Quarter Report  
January 2016 - September 2016

Highlights  
CORE & Company-Specific Programs

Description	Program Expenses <sup>1</sup>		kWh Savings			MMBtu Savings			Customers	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
<b><u>Electric Utilities</u></b>										
CORE Programs										
Municipal Program	\$ 1,332,786	67%	3,404,220	48,142,062	86%	6,486	110,460	275%	78	26%
All Other CORE Programs	\$ 13,455,941	66%	33,049,032	477,836,664	75%	32,772	712,574	77%	51,188	54%
Sub-total	\$ 14,788,727	66%	36,453,252	525,978,726	75%	39,258	823,033	86%	51,266	54%
Company Specific Programs <sup>2</sup>	\$ 1,265,359	66%	3,055,165	7,080,356	24%	-	-	-	46,348	185%
<b>Total Electric</b>	<b>\$ 16,054,087</b>	<b>66%</b>	<b>39,508,417</b>	<b>533,059,082</b>	<b>73%</b>	<b>39,258</b>	<b>823,033</b>	<b>86%</b>	<b>97,614</b>	<b>81%</b>
<b><u>Gas Utilities</u></b>										
CORE Programs	\$ 3,458,638	52%	559,370	12,679,135	1630%	68,384	1,148,071	50%	3,337	86%
Company Specific Programs <sup>2</sup>	\$ 250,113	71%	-	-	-	8,876	27,559	50%	25,000	100%
<b>Total Gas</b>	<b>\$ 3,708,751</b>	<b>53%</b>	<b>559,370</b>	<b>12,679,135</b>	<b>1630%</b>	<b>77,260</b>	<b>1,175,631</b>	<b>50%</b>	<b>28,337</b>	<b>98%</b>
<b>Grand Total</b>	<b>\$ 19,762,837</b>	<b>63%</b>	<b>40,067,787</b>	<b>545,738,218</b>	<b>75%</b>	<b>116,519</b>	<b>1,998,664</b>	<b>60%</b>	<b>125,951</b>	<b>84%</b>

Notes:

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

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

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

3rd Quarter Report  
January 2016 - September 2016

Highlights  
CORE Programs <sup>1</sup>

Description	Program Expenses		kWh Savings			MMBtu Savings			Customers	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
<b>Electric Utilities</b>										
<b>Residential</b>										
Home Energy Assistance	\$ 2,587,172	68%	567,235	9,829,547	87%	9,315	195,208	83%	478	103%
EnergyStar® Homes	\$ 1,214,778	87%	883,248	20,925,820	63%	9,039	224,212	120%	478	127%
NH Home Performance w/Energy Star	\$ 1,625,633	60%	709,540	15,249,494	208%	13,243	280,219	81%	572	81%
EnergyStar® Products	\$ 1,769,511	64%	5,184,186	77,937,028	55%	1,176	12,935	8%	49,105	53%
Sub-total	\$ 7,197,093	67%	7,344,209	123,941,889	64%	32,772	712,574	77%	50,633	54%
<b>Commercial &amp; Industrial</b>										
Large Business Energy Solutions	\$ 3,753,802	60%	17,697,887	248,793,032	78%	-	-	-	193	49%
Small Business Energy Solutions	\$ 2,505,046	75%	8,006,936	105,101,743	80%	-	-	-	362	52%
Municipal Program	\$ 1,332,786	67%	3,404,220	48,142,062	86%	6,486	110,460	275%	78	26%
Sub-total	\$ 7,591,634	65%	29,109,043	402,036,837	80%	6,486	110,460	275%	633	45%
<b>Total Electric</b>	<b>\$ 14,788,727</b>	<b>66%</b>	<b>36,453,252</b>	<b>525,978,726</b>	<b>75%</b>	<b>39,258</b>	<b>823,033</b>	<b>86%</b>	<b>51,266</b>	<b>54%</b>
<b>Gas Utilities</b>										
<b>Residential</b>										
Home Energy Assistance	\$ 869,060	79%	44,402	1,060,311	449%	7,115	145,499	99%	255	76%
EnergyStar® Homes	\$ 98,119	64%	351,525	8,782,685	2588%	1,186	29,578	54%	44	85%
NH Home Performance w/Energy Star	\$ 388,187	49%	11,722	241,997	-	8,063	177,235	52%	290	48%
EnergyStar® Products	\$ 850,546	64%	47,234	766,638	379%	13,359	230,745	65%	1,140	59%
Sub-total	\$ 2,205,911	65%	454,883	10,851,631	1396%	29,724	583,057	65%	1,729	59%
<b>Commercial &amp; Industrial</b>										
Large Business Energy Solutions	\$ 699,716	39%	83,581	1,553,350	-	23,268	314,672	32%	271	87%
Small Business Energy Solutions	\$ 553,011	39%	20,906	274,154	647567%	15,393	250,343	80%	1,337	203%
Sub-total	\$ 1,252,727	39%	104,487	1,827,504	-	38,660	565,015	40%	1,608	166%
<b>Total Gas</b>	<b>\$ 3,458,638</b>	<b>52%</b>	<b>559,370</b>	<b>12,679,135</b>	<b>1630%</b>	<b>68,384</b>	<b>1,148,071</b>	<b>50%</b>	<b>3,337</b>	<b>86%</b>
<b>Grand Total</b>	<b>\$ 18,247,365</b>	<b>63%</b>	<b>37,012,622</b>	<b>538,657,862</b>	<b>77%</b>	<b>107,642</b>	<b>1,971,105</b>	<b>60%</b>	<b>54,603</b>	<b>55%</b>

Notes:

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

3rd Quarter Report  
January 2016 - September 2016

Highlights  
Company-Specific Programs <sup>1</sup>

Description	Program Expenses		kWh Savings			MMBtu Savings			Customers	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
<b>Electric Utilities</b>										
<b>Residential</b>										
Home Energy Reports	\$ 227,503	91%	3,055,165	7,080,356	134%	-	-	-	46,348	185%
Education	\$ 20,722	39%	-	-	-	-	-	-	-	-
Customer Engagement Platform	\$ 266,137	113%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses <sup>2</sup>	\$ 55,900	73%	-	-	-	-	-	-	-	-
Sub-total	\$ 570,262	48%	3,055,165	7,080,356	134%	-	-	-	46,348	185%
<b>Commercial &amp; Industrial</b>										
Smart Start	\$ 28,517	55%	-	-	-	-	-	-	-	-
C&I Customer Partnerships	\$ -	0%	-	-	-	-	-	-	-	-
C&I RFP Program	\$ 52,769	12%	-	-	0%	-	-	-	-	0%
Education	\$ 109,806	36%	-	-	-	-	-	-	-	-
Customer Engagement Platform	\$ 399,206	116%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses <sup>2</sup>	\$ 104,799	66%	-	-	-	-	-	-	-	-
Sub-total	\$ 695,097	113%	-	-	0%	-	-	-	-	0%
<b>Total Residential and C&amp;I</b>	<b>\$ 1,265,359</b>	<b>66%</b>	<b>3,055,165</b>	<b>7,080,356</b>	<b>24%</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>46,348</b>	<b>185%</b>
<b>Gas Utilities</b>										
<b>Residential</b>										
Building Practices & Demonstration	\$ 226,777	76%	-	-	-	8,876	27,559	50%	25,000	100%
Education	\$ 7,998	47%	-	-	-	-	-	-	-	-
Sub-total	\$ 234,775	75%	-	-	-	8,876	27,559	50%	25,000	100%
<b>Commercial &amp; Industrial</b>										
Building Practices & Demonstration	\$ -	0%	-	-	-	-	-	-	-	-
Education	\$ 15,337	40%	-	-	-	-	-	-	-	-
Sub-total	\$ 15,337	5%	-	-	-	-	-	-	-	-
<b>Total Residential and C&amp;I</b>	<b>\$ 250,113</b>	<b>71%</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>8,876</b>	<b>27,559</b>	<b>50%</b>	<b>25,000</b>	<b>100%</b>
<b>Grand Total</b>	<b>\$ 1,515,472</b>	<b>67%</b>	<b>3,055,165</b>	<b>7,080,356</b>	<b>24%</b>	<b>8,876</b>	<b>27,559</b>	<b>50%</b>	<b>71,348</b>	<b>143%</b>

Notes:

(1) Amounts shown above pertain only to the Company-Specific programs. The amounts pertaining to the CORE programs are shown on page 2.

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

(2) Amounts shown are expenses related to the electric utilities' participation in ISO-NE's Forward Capacity Market. Revenues received from ISO-NE are reported on page 18.

3rd Quarter Report  
January 2016 - September 2016

Highlights  
Home Energy Assistance Program <sup>1</sup>

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expense: Budget <sup>2</sup>	\$ 330,589	\$ 255,703	\$ 2,751,286	\$ 455,327	\$ 3,792,905	\$ 895,000	\$ 208,884	\$ 1,103,884	\$ 4,896,789
(CORE Program) Actual	\$ 235,057	\$ 231,748	\$ 1,815,972	\$ 304,395	\$ 2,587,172	\$ 688,701	\$ 180,359	\$ 869,060	\$ 3,456,232
Percent	71%	91%	66%	67%	68%	77%	86%	79%	71%
Program Incentives: Budget <sup>3</sup>	\$ 241,330	\$ 198,345	\$ 2,408,421	\$ 327,779	\$ 3,175,875	\$ 742,850	\$ 148,393	\$ 891,243	\$ 4,067,118
(CORE Program) Actual <sup>4</sup>	\$ 198,488	\$ 154,301	\$ 1,382,109	\$ 230,607	\$ 1,965,505	\$ 707,647	\$ 136,270	\$ 843,917	\$ 2,809,423
Percent	82%	78%	57%	70%	62%	95%	92%	95%	69%
Customers Served: Goal	37	28	352	48	465	306	32	338	803
Actual <sup>5,6</sup>	56	29	356	46	487	230	30	260	747
Percent	153%	104%	101%	96%	105%	75%	94%	77%	93%
Collaboration: Actual Collaborated Funds <sup>7</sup>	\$ 21,542	\$ 15,284	\$ 409,083	\$ 29,803	\$ 475,712	\$ 29,613	\$ 11,360	\$ 40,973	\$ 516,686
Total Actual Expenses (CORE + Collaboration)	\$ 256,599	\$ 169,586	\$ 1,791,192	\$ 260,410	\$ 2,477,787	\$ 737,260	\$ 147,630	\$ 884,891	\$ 3,362,677
% of Total Actual Expenses	8%	9%	23%	11%	19%	4%	8%	5%	15%
Collaborated Units	13	15	167	15	210	33	9	42	252
% of Total Customers Served	23%	52%	47%	33%	43%	14%	30%	16%	34%
Heating Systems: Actual Incentives	\$ 41,996	\$ 18,738	\$ 298,958	\$ 18,022	\$ 377,713	\$ 80,434	\$ 10,985	\$ 91,419	\$ 469,133
% of HEA CORE Total Budget	13%	7%	11%	4%	10%	9%	5%	8%	10%
Dwelling Mix:									
Single Family	24	29	313	38	404	84	21	105	509
Multi-Family	32	0	43	8	83	146	9	155	238
Total	56	29	356	46	487	230	30	260	747

Notes:

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

	Belknap	Carroll	Cheshire	Coos	Grafton	Hillsborough	Merrimack	Rockingham	Strafford	Sullivan	Total
Electric	32	35	12	33	60	162	35	87	20	11	487
Gas	61	0	0	0	0	164	5	21	9	0	260
Total											747

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

3rd Quarter Report  
January 2016 - September 2016

Highlights  
CO<sub>2</sub> Emissions Reductions

Description	Units	CO2 Emission Factors In lbs Per Unit <sup>1</sup>	CO2 Emission Factors In Metric Tons Per Unit	Electric Utilities			Gas Utilities		Grand Total			
				YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons		YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons	YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons		
					All Programs (All funding sources)	RGGI Funded Portion				All Programs (All funding sources)	RGGI Funded Portion	
<b>Annual</b>												
Electricity <sup>2</sup>	MWH	1,087.000	0.4930	39,508	19,476	1,711	559	276	40,068	19,752	1,711	
Natural Gas	MMBtu	117.080	0.0531	4,716	250	3	77,260	4,102	81,976	4,353	3	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	18,382	1,345	374	-	-	18,382	1,345	374	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	2,522	182	20	-	-	2,522	182	20	
LPG	MMBtu	139.178	0.0631	-	-	-	-	-	-	-	-	
Propane	MMBtu	139.178	0.0631	10,818	683	143	-	-	10,818	683	143	
Wood	MMBtu	-	-	3,083	-	-	-	-	3,083	-	-	
Wood Pellet	-	-	-	-	-	-	-	-	-	-	-	
Other	MMBtu	-	-	-	-	-	-	-	-	-	-	
<b>Total Annual Emissions Reductions</b>					<b>21,938</b>	<b>2,251</b>		<b>4,378</b>		<b>26,316</b>	<b>2,251</b>	
<b>Lifetime</b>												
Electricity <sup>2</sup>	MWH	1,087.000	0.4930	533,059	262,782	24,293	12,679	6,250	545,738	269,033	24,293	
Natural Gas	MMBtu	117.080	0.0531	107,783	5,723	69	1,175,631	62,423	1,283,414	68,146	69	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	354,614	25,955	5,783	-	-	354,614	25,955	5,783	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	52,043	3,765	420	-	-	52,043	3,765	420	
LPG	MMBtu	139.178	0.0631	-	-	-	-	-	-	-	-	
Propane	MMBtu	139.178	0.0631	249,292	15,735	3,147	-	-	249,292	15,735	3,147	
Wood	MMBtu	-	-	64,601	-	-	-	-	64,601	-	-	
Wood Pellet	-	-	-	-	-	-	-	-	-	-	-	
Other	-	-	-	-	-	-	-	-	-	-	-	
<b>Total Lifetime Emissions Reductions</b>					<b>313,961</b>	<b>33,713</b>		<b>68,673</b>		<b>382,634</b>	<b>33,713</b>	

Notes:

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

(2) Source of CO2 Emission Factors in lbs/unit for electricity:

[http://www.eia.gov/electricity/annual/html/epa\\_a\\_03.html](http://www.eia.gov/electricity/annual/html/epa_a_03.html)

Based on 2009 Greenhouse Gas Emissions Reduction Fund Grant Guidelines for CO<sub>2</sub> emission conversion factor for electrically powered equipment.



3rd Quarter Report  
 January 2016 - September 2016

Highlights  
 Annual Savings by Fuel Type

Program	Electric Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Oil	Natural Gas	LP	Kerosene	Wood	Wood Pellet	Other	Total	Electricity
Home Energy Assistance	4,288	540	1,110	2,395	982	-	-	9,314	567,235
EnergyStar® Homes	213	3,588	4,979	28	232	-	-	9,040	883,248
NH Home Performance w/Energy Star	8,663	25	2,587	99	1,869	-	-	13,242	709,540
EnergyStar® Products	604	563	9	-	-	-	-	1,175	5,184,186
Large Business Energy Solutions	-	-	-	-	-	-	-	-	17,697,887
Small Business Energy Solutions	-	-	-	-	-	-	-	-	8,006,936
Municipal Program	4,615	-	2,134	-	-	-	-	6,748	3,404,220
Company-Specific Programs	-	-	-	-	-	-	-	-	3,055,165
<b>Total</b>	<b>18,382</b>	<b>4,716</b>	<b>10,818</b>	<b>2,522</b>	<b>3,083</b>	<b>-</b>	<b>-</b>	<b>39,520</b>	<b>39,508,417</b>

  

Program	Gas Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Oil	Natural Gas	LP	Kerosene	Wood	Wood Pellet	Other	Total	Electricity
Home Energy Assistance	-	7,115	-	-	-	-	-	7,115	44,402
EnergyStar® Homes	-	1,186	-	-	-	-	-	1,186	351,525
NH Home Performance w/Energy Star	-	8,063	-	-	-	-	-	8,063	11,722
EnergyStar® Products	-	13,359	-	-	-	-	-	13,359	47,234
Large Business Energy Solutions	-	23,268	-	-	-	-	-	23,268	83,581
Small Business Energy Solutions	-	15,393	-	-	-	-	-	15,393	20,906
Municipal Program	-	-	-	-	-	-	-	-	-
Company-Specific Programs	-	8,876	-	-	-	-	-	8,876	-
	-	<b>77,260</b>	-	-	-	-	-	<b>77,260</b>	<b>559,370</b>

3rd Quarter Report  
January 2016 - September 2016

Summary of Results by Utility  
CORE & Company-Specific Programs Combined<sup>1</sup>

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 2,130,693	\$ 1,649,458	\$ 17,486,605	\$ 2,937,650	\$ 24,204,406	\$ 5,621,815	\$ 1,347,647	\$ 6,969,462	\$ 31,173,868
	Actual	\$ 1,286,382	\$ 990,599	\$ 11,930,616	\$ 1,846,490	\$ 16,054,086	\$ 3,001,403	\$ 707,347	\$ 3,708,751	\$ 19,762,836
	Percent	60%	60%	68%	63%	66%	53%	52%	53%	63%
Program Participation	Goal	11,551	7,569	85,931	15,346	120,397	28,163	732	28,895	149,292
	Actual	5,098	4,889	78,421	9,206	97,614	28,052	285	28,337	125,951
	Percent	44%	65%	91%	60%	81%	100%	39%	98%	84%
Annual kWh Savings	Goal	3,715,633	2,883,291	40,882,648	5,605,054	53,086,627	46	35,418	35,464	53,122,091
	Actual	5,837,718	1,780,721	27,865,900	4,024,078	39,508,417	539,144	20,226	559,370	40,067,787
	Percent	157%	62%	68%	72%	74%	1182362%	57%	1577%	75%
Lifetime kWh Savings	Goal	50,280,545	41,031,395	553,930,561	81,688,552	726,931,054	783	776,842	777,625	727,708,679
	Actual	87,585,569	24,915,639	364,773,712	55,784,162	533,059,082	12,276,712	402,423	12,679,135	545,738,218
	Percent	174%	61%	66%	68%	73%	1567173%	52%	1630%	75%
Annual MMBtu Savings	Goal	3,125	2,987	39,100	5,886	51,097	122,344	30,148	152,492	203,589
	Actual	1,712	1,762	32,858	2,926	39,258	70,580	6,680	77,260	116,519
	Percent	55%	59%	84%	50%	77%	58%	22%	51%	57%
Lifetime MMBtu Savings	Goal	70,261	60,970	703,891	124,691	959,814	1,831,144	541,804	2,372,949	3,332,762
	Actual	35,589	33,773	692,312	61,359	823,033	1,046,228	129,403	1,175,631	1,998,664
	Percent	51%	55%	98%	49%	86%	57%	24%	50%	60%

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

3rd Quarter Report  
January 2016 - September 2016

Program Results  
Home Energy Assistance (HEA)

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 330,589	\$ 255,703	\$ 2,751,286	\$ 455,327	\$ 3,792,905	\$ 895,000	\$ 208,884	\$ 1,103,884	\$ 4,896,789
	Actual	\$ 235,057	\$ 231,748	\$ 1,815,972	\$ 304,395	\$ 2,587,172	\$ 688,701	\$ 180,359	\$ 869,060	\$ 3,456,232
	Percent	71%	91%	66%	67%	68%	77%	86%	79%	71%
Program Participation	Goal	37	28	352	48	465	306	32	338	803
	Actual	55	28	356	39	478	228	27	255	733
	Percent	150%	100%	101%	81%	103%	75%	84%	76%	91%
Annual kWh Savings	Goal	60,076	33,321	487,615	52,270	633,281	2	9,790	9,792	643,073
	Actual	121,378	32,352	371,297	42,208	567,235	42,100	2,302	44,402	611,637
	Percent	202%	97%	76%	81%	90%	1775248%	24%	453%	95%
Lifetime kWh Savings	Goal	989,551	531,288	8,870,954	952,712	11,344,505	47	236,062	236,109	11,580,615
	Actual	2,170,472	560,403	6,327,508	771,164	9,829,547	1,014,109	46,202	1,060,311	10,889,859
	Percent	219%	105%	71%	81%	87%	2157529%	20%	449%	94%
Annual MMBtu Savings	Goal	961	733	8,372	1,466	11,531	6,339	1,112	7,451	18,982
	Actual	1,002	693	6,616	1,004	9,315	6,173	942	7,115	16,429
	Percent	104%	95%	79%	68%	81%	97%	85%	95%	87%
Lifetime MMBtu Savings	Goal	21,494	15,042	168,662	28,654	233,853	123,267	24,183	147,451	381,303
	Actual	22,071	14,027	137,698	21,412	195,208	126,115	19,384	145,499	340,707
	Percent	103%	93%	82%	75%	83%	102%	80%	99%	89%

3rd Quarter Report  
January 2016 - September 2016

Program Results  
Energy Star® Homes

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 114,653	\$ 150,426	\$ 957,269	\$ 170,000	\$ 1,392,348	\$ 85,000	\$ 68,750	\$ 153,750	\$ 1,546,098
	Actual	\$ 51,489	\$ 71,801	\$ 1,024,628	\$ 66,860	\$ 1,214,778	\$ 68,810	\$ 29,309	\$ 98,119	\$ 1,312,897
	Percent	45%	48%	107%	39%	87%	81%	43%	64%	85%
Program Participation	Goal	30	17	303	26	376	41	11	52	428
	Actual	4	5	416	53	478	41	3	44	522
	Percent	14%	29%	137%	204%	127%	101%	27%	85%	122%
Annual kWh Savings	Goal	34,755	130,931	1,143,194	67,579	1,376,459	-	14,291	14,291	1,390,750
	Actual	15,988	30,672	802,753	33,835	883,248	348,784	2,741	351,525	1,234,773
	Percent	46%	23%	70%	50%	64%	-	19%	2460%	89%
Lifetime kWh Savings	Goal	784,460	3,231,914	27,881,919	1,321,301	33,219,594	-	339,322	339,322	33,558,916
	Actual	388,546	776,298	19,158,399	602,577	20,925,820	8,719,600	63,085	8,782,685	29,708,505
	Percent	50%	24%	69%	46%	63%	-	19%	2588%	89%
Annual MMBtu Savings	Goal	889	588	5,177	895	7,549	1,599	610	2,209	9,758
	Actual	1	241	8,416	381	9,039	938	249	1,186	10,225
	Percent	0%	41%	163%	43%	120%	59%	41%	54%	105%
Lifetime MMBtu Savings	Goal	22,193	14,605	128,871	21,692	187,361	39,984	14,309	54,292	241,653
	Actual	8	5,320	209,509	9,374	224,212	23,438	6,140	29,578	253,789
	Percent	0%	36%	163%	43%	120%	59%	43%	54%	105%

3rd Quarter Report  
January 2016 - September 2016

Program Results  
Home Performance With Energy Star® (HPWES)

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 187,613	\$ 229,205	\$ 1,860,400	\$ 436,631	\$ 2,713,849	\$ 645,815	\$ 147,740	\$ 793,555	\$ 3,507,404
	Actual	\$ 111,634	\$ 115,356	\$ 1,209,136	\$ 189,507	\$ 1,625,633	\$ 280,056	\$ 108,131	\$ 388,187	\$ 2,013,819
	Percent	60%	50%	65%	43%	60%	43%	73%	49%	57%
Program Participation	Goal	46	53	507	101	706	571	38	609	1,315
	Actual	99	25	398	50	572	257	33	290	862
	Percent	215%	47%	79%	50%	81%	45%	87%	48%	66%
Annual kWh Savings	Goal	30,442	32,355	295,674	42,289	400,760	-	-	-	400,760
	Actual	359,715	26,481	285,338	38,006	709,540	4,281	7,441	11,722	721,262
	Percent	1182%	82%	97%	90%	177%	-	-	-	180%
Lifetime kWh Savings	Goal	571,330	602,877	5,414,924	755,036	7,344,167	-	-	-	7,344,167
	Actual	8,270,818	528,897	5,699,425	750,354	15,249,494	79,103	162,894	241,997	15,491,491
	Percent	1448%	88%	105%	99%	208%	-	-	-	211%
Annual MMBtu Savings	Goal	1,029	1,282	11,650	3,211	17,172	15,258	1,525	16,783	33,955
	Actual	631	524	11,042	1,046	13,243	7,101	962	8,063	21,306
	Percent	61%	41%	95%	33%	77%	47%	63%	48%	63%
Lifetime MMBtu Savings	Goal	21,756	25,905	227,822	68,632	344,115	305,154	34,783	339,937	684,052
	Actual	12,648	10,765	234,677	22,129	280,219	157,372	19,863	177,235	457,454
	Percent	58%	42%	103%	32%	81%	52%	57%	52%	67%

3rd Quarter Report  
January 2016 - September 2016

Program Results  
Energy Star® Products

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 218,882	\$ 349,270	\$ 1,853,018	\$ 365,000	\$ 2,786,170	\$ 995,000	\$ 335,243	\$ 1,330,243	\$ 4,116,413
	Actual	\$ 139,990	\$ 177,215	\$ 1,206,719	\$ 245,587	\$ 1,769,511	\$ 620,211	\$ 230,334	\$ 850,546	\$ 2,620,056
	Percent	64%	51%	65%	67%	64%	62%	69%	64%	64%
Program Participation	Goal	11,312	7,317	58,752	15,066	92,446	1,417	509	1,926	94,373
	Actual	4,819	4,789	30,506	8,991	49,105	925	215	1,140	50,245
	Percent	43%	65%	52%	60%	53%	65%	42%	59%	53%
Annual kWh Savings	Goal	1,010,711	787,894	6,137,671	1,433,378	9,369,655	41	11,337	11,378	9,381,033
	Actual	459,285	438,252	3,415,751	870,899	5,184,186	39,492	7,742	47,234	5,231,420
	Percent	45%	56%	56%	61%	55%	96615.6%	68%	415%	56%
Lifetime kWh Savings	Goal	13,337,296	11,969,548	91,936,633	23,633,361	140,876,838	694	201,457	202,151	141,078,989
	Actual	6,496,041	6,689,351	50,813,140	13,938,496	77,937,028	636,396	130,242	766,638	78,703,666
	Percent	49%	56%	55%	59%	55%	91696.1%	65%	379%	56%
Annual MMBtu Savings	Goal	86	300	12,658	83	13,127	15,590	4,977	20,568	33,695
	Actual	78	148	885	64	1,176	10,339	3,021	13,359	14,535
	Percent	90%	49%	7%	78%	9%	66%	61%	65%	43%
Lifetime MMBtu Savings	Goal	948	3,302	149,092	913	154,254	261,654	92,742	354,396	508,650
	Actual	861	1,632	9,733	709	12,935	175,745	55,000	230,745	243,680
	Percent	91%	49%	7%	78%	8%	67%	59%	65%	48%

3rd Quarter Report  
January 2016 - September 2016

Program Results  
Large Business Energy Solutions

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 648,101	\$ 202,403	\$ 4,704,790	\$ 708,104	\$ 6,263,398	\$ 1,488,000	\$ 325,308	\$ 1,813,308	\$ 8,076,706
	Actual	\$ 490,655	\$ 89,628	\$ 2,794,543	\$ 378,976	\$ 3,753,802	\$ 602,954	\$ 96,762	\$ 699,716	\$ 4,453,517
	Percent	76%	44%	59%	54%	60%	41%	30%	39%	55%
Program Participation	Goal	17	37	320	23	397	270	42	312	709
	Actual	47	5	127	14	193	268	3	271	464
	Percent	270%	14%	40%	61%	49%	99%	7%	87%	65%
Annual kWh Savings	Goal	1,374,367	978,279	18,265,965	2,778,532	23,397,143	-	-	-	23,397,143
	Actual	3,954,949	584,670	11,705,439	1,452,829	17,697,887	83,581	-	83,581	17,781,468
	Percent	288%	60%	64%	52%	76%	-	-	-	76%
Lifetime kWh Savings	Goal	18,480,627	12,737,793	247,514,974	38,416,850	317,150,244	-	-	-	317,150,244
	Actual	57,312,497	7,590,073	164,981,009	18,909,453	248,793,032	1,553,350	-	1,553,350	250,346,382
	Percent	310%	60%	67%	49%	78%	-	-	-	79%
Annual MMBtu Savings	Goal	-	-	-	-	-	47,471	16,626	64,097	64,097
	Actual	-	-	-	-	-	21,928	1,340	23,268	23,268
	Percent	-	-	-	-	-	46%	8%	36%	36%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	725,780	258,334	984,114	984,114
	Actual	-	-	-	-	-	288,547	26,124	314,672	314,672
	Percent	-	-	-	-	-	40%	10%	32%	32%

3rd Quarter Report  
January 2016 - September 2016

Program Results  
Small Business Energy Solutions

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 421,266	\$ 253,038	\$ 2,205,962	\$ 455,001	\$ 3,335,266	\$ 1,190,000	\$ 231,722	\$ 1,421,722	\$ 4,756,988
	Actual	\$ 144,364	\$ 205,339	\$ 1,680,250	\$ 475,093	\$ 2,505,046	\$ 504,140	\$ 48,871	\$ 553,011	\$ 3,058,057
	Percent	34%	81%	76%	104%	75%	42%	21%	39%	64%
Program Participation	Goal	69	85	488	54	696	558	100	658	1,354
	Actual	54	30	224	54	362	1,333	4	1,337	1,699
	Percent	79%	35%	46%	100%	52%	239%	4%	203%	125%
Annual kWh Savings	Goal	860,961	614,054	7,535,748	990,500	10,001,264	2	-	2	10,001,266
	Actual	498,883	563,061	5,508,465	1,436,527	8,006,936	20,906	-	20,906	8,027,842
	Percent	58%	92%	73%	145%	80%	888861%	-	888861%	80%
Lifetime kWh Savings	Goal	11,568,083	7,978,317	98,130,331	13,468,500	131,145,231	42	-	42	131,145,274
	Actual	6,646,844	7,402,587	72,257,685	18,794,627	105,101,743	274,154	-	274,154	105,375,897
	Percent	57%	93%	74%	140%	80%	647567%	-	647567%	80%
Annual MMBtu Savings	Goal	-	-	-	-	-	17,647	5,297	22,944	22,944
	Actual	-	-	-	-	-	15,226	166	15,393	15,393
	Percent	-	-	-	-	-	86%	3%	67%	67%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	319,986	117,452	437,438	437,438
	Actual	-	-	-	-	-	247,451	2,892	250,343	250,343
	Percent	-	-	-	-	-	77%	2%	57%	57%



New Hampshire CORE Energy Efficiency Programs  
NHPUC Docket No. DE 14-216

3rd Quarter Report  
January 2016 - September 2016

Program Results  
Municipal Program

Description		Electric Utilities				Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	
Program Expenses	Budget	\$ 163,788	\$ 160,393	\$ 1,453,464	\$ 219,876	\$ 1,997,520
	Actual	\$ 75,438	\$ 70,903	\$ 1,062,098	\$ 124,347	\$ 1,332,786
	Percent	46%	44%	73%	57%	67%
Program Participation	Goal	41	32	202	28	304
	Actual	20	7	46	5	78
	Percent	48%	22%	23%	18%	26%
Annual kWh Savings	Goal	344,321	306,457	3,312,917	240,506	4,204,201
	Actual	427,520	105,233	2,721,692	149,775	3,404,220
	Percent	124%	34%	82%	62%	81%
Lifetime kWh Savings	Goal	4,549,199	3,979,658	44,131,322	3,140,791	55,800,970
	Actual	6,300,352	1,368,029	38,456,190	2,017,491	48,142,062
	Percent	138%	34%	87%	64%	86%
Annual MMBtu Savings	Goal	159	85	1,243	231	1,718
	Actual	-	156	5,899	431	6,486
	Percent	0%	185%	475%	187%	378%
Lifetime MMBtu Savings	Goal	3,871	2,115	29,445	4,801	40,231
	Actual	-	2,030	100,695	7,735	110,460
	Percent	0%	96%	342%	161%	275%

New Hampshire CORE Energy Efficiency Programs  
NHPUC Docket No. DE 14-216

3rd Quarter Report  
January 2016 - September 2016

Company-Specific Programs  
Liberty Utilities, Until and the New Hampshire Electric Cooperative

Description		Liberty Utilities	Until	New Hampshire Electric Cooperative
		Gas	Gas	Electric
		Building Practices & Demonstration Program	Building Practices & Demonstration Program	Smart Start Program Administration
Program Expenses	Budget	\$ 298,000	\$ -	\$ -
	Actual	\$ 226,777	\$ -	\$ 1,294
	Percent	76%	-	N/A
Program Participation	Goal	25,000	-	-
	Actual	25,000	-	-
	Percent	100%	-	-
Annual kWh Savings	Goal	-	-	-
	Actual	-	-	-
	Percent	-	-	-
Lifetime kWh Savings	Goal	-	-	-
	Actual	-	-	-
	Percent	-	-	-
Annual MMBtu Savings	Goal	18,440	-	-
	Actual	8,876	-	-
	Percent	48%	-	-
Lifetime MMBtu Savings	Goal	55,320	-	-
	Actual	27,559	-	-
	Percent	50%	-	-

3rd Quarter Report  
January 2016 - September 2016

Program Results  
Company-Specific Programs  
Eversource

Description		Smart Start Program Administration	Customer Engagement Platform*	Home Energy Reports	C&I RFP Program	C&I Customer Partnerships	Total
Program Expenses	Budget	\$ 52,000	\$ 580,539	\$ 251,006	\$ 431,355	\$ 18,919	\$ 1,333,819
	Actual	\$ 27,224	\$ 665,344	\$ 227,503	\$ 52,769	\$ -	\$ 972,839
	Percent	52%	115%	91%	12%	-	73%
Program Participation	Goal	-	-	25,000	2	4	25,006
	Actual	-	-	46,348	-	-	46,348
	Percent	-	-	185%	0%	-	185%
Annual kWh Savings	Goal	-	-	1,755,681	1,948,183	-	3,703,864
	Actual	-	-	3,055,165	-	-	3,055,165
	Percent	-	-	174%	0%	-	82%
Lifetime kWh Savings	Goal	-	-	5,267,042	24,782,462	-	30,049,504
	Actual	-	-	7,080,356	-	-	7,080,356
	Percent	-	-	134%	0%	-	24%

\*Updates on the Customer Engagement Platform:

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

3rd Quarter Report  
January 2016 - September 2016

Education Programs

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas		
<b>Program Expenses</b>										
<b>Residential</b>	Budget	\$ -	\$ -	\$ -	\$ 52,776	\$ 52,776	\$ -	\$ 17,000	\$ 17,000	\$ 69,776
	Actual	-	-	-	20,722	20,722	-	7,998	7,998	28,720
	Percent	-	-	-	39%	39%	-	47%	47%	41%
<b>Commercial &amp; Industrial</b>	Budget	\$ 10,802	\$ 39,020	\$ 206,596	\$ 44,936	\$ 301,354	\$ 25,000	\$ 13,000	\$ 38,000	\$ 339,354
	Actual	7,131	16,580	79,573	6,522	109,806	9,753	5,584	15,337	125,143
	Percent	66%	42%	39%	15%	36%	39%	43%	40%	37%
<b>Total</b>	Budget	\$ 10,802	\$ 39,020	\$ 206,596	\$ 97,712	\$ 354,130	\$ 25,000	\$ 30,000	\$ 55,000	\$ 409,130
	Actual	7,131	16,580	79,573	27,244	130,528	9,753	13,582	23,335	153,863
	Percent	66%	42%	39%	28%	37%	39%	45%	42%	38%

Focus Areas

Activities

**Residential Programs**

- > Conducted "Ductless Heat Pump" all-day training seminar with 95 attendees
- > Conducted "Making Energy Savings Real with NHSaves" presentation at NH State Home Show with 20 attendees
- > Conducted "Energy Codes and ENERGY STAR High-Rise" training at Cotton Mill, Nashua, NH with 29 attendees
- > Conducted "Energy Codes and Ductless Heat Pump" training at Common Man, Plymouth, NH with 34 attendees
- > Conducted residential code training at Cotton Mill, Nashua, NH with 29 attendees
- > Conducted residential code training at Common Man, Plymouth, NH with 40 attendees
- > Conducted twelve Button Up workshops

**Commercial, Industrial & Municipal Programs**

- > Conducted "High Efficiency Lighting" presentation at NH State Home Show with 15 attendees
- > Conducted "Building Operator Certification, Level 1" training at Lakes Region Community College, Belmont with 14 attendees
- > Conducted commercial code training at The Puritan, Manchester, NH with 42 attendees
- > Conducted commercial code training at Lochmere Golf & Country Club, Tilton, NH with 17 attendees

**K-12 Energy Efficiency Education**

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

New Hampshire CORE Energy Efficiency Programs  
NHPUC Docket No. DE 14-216

3rd Quarter Report  
January 2016 - September 2016

Forward Capacity Market (FCM) Proceeds and Expenses

Description	Electric Utilities				Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	
<b>Estimated Annual FCM Proceeds</b>	\$ 210,000	\$ 65,000	\$ 1,823,283	\$ 312,800	\$ 2,411,083
<b>Estimated Annual FCM Expenses</b>	\$ 35,000	\$ 10,000	\$ 160,000	\$ 30,000	\$ 235,000
<b>Actual FCM Proceeds</b>					
Qtr. 1	\$ 53,176	\$ 12,784	\$ 531,549	\$ 70,991	\$ 668,500
Qtr. 2	52,687	20,996	548,426	72,917	695,026
Qtr. 3	53,692	8,063	488,353	61,440	611,548
Qtr. 4	-	-	-	-	-
<b>Total</b>	<b>\$ 159,555</b>	<b>\$ 41,844</b>	<b>\$ 1,568,327</b>	<b>\$ 205,348</b>	<b>\$ 1,975,074</b>
<b>Actual FCM Expenses</b>					
Financial Assurance					
Qtr. 1	\$ -	\$ -	\$ -	\$ -	\$ -
Qtr. 2	-	-	1,000	-	1,000
Qtr. 3	-	-	-	-	-
Qtr. 4	-	-	-	-	-
<b>Total</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 1,000</b>	<b>\$ -</b>	<b>\$ 1,000</b>
Other					
Qtr. 1	\$ 2,389	\$ -	\$ 26,059	\$ 5,355	\$ 33,803
Qtr. 2	24,764	3,814	40,523	20,213	89,314
Qtr. 3	3,470	6,923	17,276	8,912	36,581
Qtr. 4	-	-	-	-	-
<b>Total</b>	<b>\$ 30,623</b>	<b>\$ 10,737</b>	<b>\$ 83,858</b>	<b>\$ 34,480</b>	<b>\$ 159,699</b>
<b>Total Financial Assurance &amp; Other</b>	<b>\$ 30,623</b>	<b>\$ 10,737</b>	<b>\$ 84,858</b>	<b>\$ 34,480</b>	<b>\$ 160,699</b>
<b>Actual Net FCM Proceeds*</b>	<b>\$ 128,932</b>	<b>\$ 31,106</b>	<b>\$ 1,483,470</b>	<b>\$ 170,868</b>	<b>\$ 1,814,376</b>

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

3rd Quarter Report  
January 2016 - September 2016

Expenses By Activity  
Residential Programs

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Home Energy Assistance	Internal Admin	\$ 1,723	\$ 14,746	\$ 62,999	\$ 19,088	\$ 98,555	\$ 3,677	\$ 10,359	\$ 14,035	\$ 112,590
	External Admin	-	18,448	-	5,461	23,909	-	4,983	4,983	28,892
	Rebate/Services	195,686	166,705	1,624,453	234,135	2,220,979	626,595	136,870	763,465	2,984,444
	Implementation Services	30,650	25,921	74,904	41,885	173,360	43,252	26,109	69,361	242,721
	Marketing	-	1,711	3,221	-	4,932	-	-	-	4,932
	EM&V	6,998	4,217	50,396	3,827	65,438	15,178	2,038	17,216	82,654
	Total	\$ 235,057	\$ 231,748	\$ 1,815,972	\$ 304,395	\$ 2,587,172	\$ 688,701	\$ 180,359	\$ 869,060	\$ 3,456,232
EnergyStar® Homes	Internal Admin	\$ 3,544	\$ 3,840	\$ 22,030	\$ 7,158	\$ 36,572	\$ 1,381	\$ 3,237	\$ 4,618	\$ 41,190
	External Admin	-	4,491	-	885	5,376	-	702	702	6,078
	Rebate/Services	31,442	25,727	886,316	44,843	988,328	59,300	16,925	76,225	1,064,553
	Implementation Services	11,289	36,680	97,638	12,540	158,148	4,777	7,808	12,586	170,733
	Marketing	1,734	446	10,865	-	13,045	1,068	-	1,068	14,113
	EM&V	3,479	617	7,778	1,435	13,310	2,283	637	2,920	16,230
	Total	\$ 51,489	\$ 71,801	\$ 1,024,628	\$ 66,860	\$ 1,214,778	\$ 68,810	\$ 29,309	\$ 98,119	\$ 1,312,897
HP w/EnergyStar®	Internal Admin	\$ 4,782	\$ 6,759	\$ 42,514	\$ 19,088	\$ 73,142	\$ 8,630	\$ 7,121	\$ 15,751	\$ 88,893
	External Admin	-	8,710	25	6,547	15,281	-	4,471	4,471	19,752
	Rebate/Services	78,330	60,934	970,736	105,975	1,215,976	213,140	67,185	280,325	1,496,301
	Implementation Services	16,276	35,235	146,686	53,318	251,514	34,293	27,199	61,492	313,006
	Marketing	2,838	784	2,902	753	7,277	8,116	753	8,869	16,147
	EM&V	9,408	2,933	46,274	3,827	62,442	15,877	1,401	17,279	79,720
	Total	\$ 111,634	\$ 115,356	\$ 1,209,136	\$ 189,507	\$ 1,625,633	\$ 280,056	\$ 108,131	\$ 388,187	\$ 2,013,819
EnergyStar® Products	Internal Admin	\$ 1,647	\$ 10,110	\$ 42,514	\$ 15,509	\$ 69,780	\$ 3,249	\$ 16,185	\$ 19,434	\$ 89,214
	External Admin	-	11,825	-	10,033	21,857	-	6,863	6,863	28,721
	Rebate/Services	94,296	83,514	1,036,721	181,661	1,396,193	532,696	173,614	706,310	2,102,503
	Implementation Services	28,456	65,773	57,906	29,642	181,777	55,481	25,032	80,514	262,291
	Marketing	10,835	4,369	50,034	5,633	70,870	12,505	5,455	17,960	88,830
	EM&V	4,755	1,625	19,543	3,109	29,032	16,280	3,185	19,465	48,497
	Total	\$ 139,990	\$ 177,215	\$ 1,206,719	\$ 245,587	\$ 1,769,511	\$ 620,211	\$ 230,334	\$ 850,546	\$ 2,620,056

3rd Quarter Report  
January 2016 - September 2016

Expenses by Activity  
Residential Programs (Continued)

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas		
Other*	Internal Admin	\$ 4,510	\$ 3,221	\$ 5,797	\$ -	\$ 13,529	\$ 9,664	\$ -	\$ 9,664	\$ 23,193
	External Admin	-	-	-	4,000	4,000	-	3,590	3,590	7,590
	Rebate/Services	-	-	478,271	15,060	493,330	198,800	208	199,008	692,338
	Implementation Services	-	-	1,095	10,053	11,148	6,748	773	7,521	18,669
	Marketing	-	-	-	5,662	5,662	4,295	3,427	7,722	13,384
	EM&V	8,658	-	33,935	-	42,592	7,271	-	7,271	49,863
	Total	\$ 13,168	\$ 3,221	\$ 519,098	\$ 34,775	\$ 570,262	\$ 226,777	\$ 7,998	\$ 234,775	\$ 805,038
Total Residential	Internal Admin	\$ 16,206	\$ 38,676	\$ 175,855	\$ 60,841	\$ 291,578	\$ 26,600	\$ 36,902	\$ 63,502	\$ 355,080
	External Admin	-	43,474	25	26,925	70,424	-	20,609	20,609	91,032
	Rebate/Services	399,755	336,881	4,996,497	581,674	6,314,806	1,630,531	394,802	2,025,333	8,340,140
	Implementation Services	86,671	163,608	378,229	147,438	775,947	144,551	86,922	231,473	1,007,420
	Marketing	15,408	7,310	67,021	12,048	101,787	25,985	9,635	35,619	137,406
	EM&V	33,299	9,391	157,926	12,198	212,814	56,889	7,261	64,150	276,964
	Total	\$ 551,338	\$ 599,340	\$ 5,775,553	\$ 841,125	\$ 7,767,356	\$ 1,884,556	\$ 556,131	\$ 2,440,687	\$ 10,208,042
Total %	Internal Admin	2.9%	6.5%	3.0%	7.2%	3.8%	1.4%	6.6%	2.6%	3.5%
	External Admin	0.0%	7.3%	0.0%	3.2%	0.9%	0.0%	3.7%	0.8%	0.9%
	Rebate/Services	72.5%	56.2%	86.5%	69.2%	81.3%	86.5%	71.0%	83.0%	81.7%
	Implementation Services	15.7%	27.3%	6.5%	17.5%	10.0%	7.7%	15.6%	9.5%	9.9%
	Marketing	2.8%	1.2%	1.2%	1.4%	1.3%	1.4%	1.7%	1.5%	1.3%
	EM&V	6.0%	1.6%	2.7%	1.5%	2.7%	3.0%	1.3%	2.6%	2.7%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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

3rd Quarter Report  
January 2016 - September 2016

Expenses by Activity  
C&I and Municipal Programs

		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Large Business Energy Solutions	Internal Admin	\$ 2,344	\$ 5,112	\$ 112,470	\$ 29,824	\$ 149,750	\$ 4,085	\$ 16,185	\$ 20,270	\$ 170,021
	External Admin	-	5,979	-	4,542	10,521	-	3,509	3,509	14,030
	Rebate/Services	399,817	46,771	2,240,337	298,685	2,985,610	495,785	60,070	555,856	3,541,466
	Implementation Services	71,234	30,350	360,411	33,653	495,648	65,606	13,747	79,353	575,001
	Marketing	3,474	593	16,669	319	21,055	9,019	65	9,084	30,139
	EM&V	13,787	821	64,656	11,952	91,217	28,459	3,185	31,644	122,861
	Total	\$ 490,655	\$ 89,628	\$ 2,794,543	\$ 378,976	\$ 3,753,802	\$ 602,954	\$ 96,762	\$ 699,716	\$ 4,453,517
Small Business Energy Solutions	Internal Admin	\$ 2,031	\$ 12,260	\$ 52,950	\$ 19,088	\$ 86,329	\$ 3,466	\$ 11,653	\$ 15,120	\$ 101,449
	External Admin	-	14,340	-	2,913	17,253	-	4,669	4,669	21,922
	Rebate/Services	84,656	127,130	1,334,314	422,352	1,968,453	411,297	16,814	428,111	2,396,564
	Implementation Services	43,783	48,216	259,774	26,679	378,451	62,341	11,825	74,166	452,617
	Marketing	2,370	1,423	2,660	234	6,687	7,395	1,616	9,011	15,698
	EM&V	11,524	1,970	30,552	3,827	47,873	19,641	2,293	21,934	69,807
	Total	\$ 144,364	\$ 205,339	\$ 1,680,250	\$ 475,093	\$ 2,505,046	\$ 504,140	\$ 48,871	\$ 553,011	\$ 3,058,057
Municipal	Internal Admin	\$ 396	\$ 4,020	\$ 34,784	\$ 11,707	\$ 50,907	\$ -	\$ -	\$ -	\$ 50,907
	External Admin	-	4,702	-	4,111	8,812	-	-	-	8,812
	Rebate/Services	50,936	34,011	975,325	98,564	1,158,836	-	-	-	1,158,836
	Implementation Services	17,303	24,950	34,575	7,965	84,794	-	-	-	84,794
	Marketing	878	2,574	1,702	87	5,240	-	-	-	5,240
	EM&V	5,925	646	15,712	1,913	24,196	-	-	-	24,196
	Total	\$ 75,438	\$ 70,903	\$ 1,062,098	\$ 124,347	\$ 1,332,786	\$ -	\$ -	\$ -	\$ 1,332,786
Other*	Internal Admin	\$ 5,979	\$ 8,614	\$ 10,435	\$ -	\$ 25,028	\$ -	\$ -	\$ -	\$ 25,028
	External Admin	-	1,284	-	7,000	8,284	-	-	-	8,284
	Rebate/Services	7,131	12,137	485,049	-	504,317	9,753	1,802	11,555	515,872
	Implementation Services	-	3,051	54,980	13,427	71,458	-	-	-	71,458
	Marketing	-	127	1,519	6,522	8,169	-	3,782	3,782	11,951
	EM&V	11,477	176	66,189	-	77,842	-	-	-	77,842
	Total	\$ 24,586	\$ 25,389	\$ 618,173	\$ 26,949	\$ 695,097	\$ 9,753	\$ 5,584	\$ 15,337	\$ 710,435

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



3rd Quarter Report  
January 2016 - September 2016

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

		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Total C&I and Municipal	Internal Admin	\$ 10,750	\$ 30,006	\$ 210,639	\$ 60,619	\$ 312,014	\$ 7,551	\$ 27,838	\$ 35,390	\$ 347,404
	External Admin	-	26,304	-	18,566	44,870	-	8,178	8,178	53,048
	Rebate/Services	542,540	220,049	5,035,025	819,602	6,617,216	916,835	78,687	995,522	7,612,738
	Implementation Services	132,320	106,567	709,740	81,724	1,030,350	127,947	25,572	153,519	1,183,870
	Marketing	6,721	4,718	22,551	7,162	41,151	16,414	5,463	21,877	63,028
	EM&V	42,713	3,614	177,109	17,693	241,129	48,100	5,478	53,578	294,706
	Total	\$ 735,044	\$ 391,259	\$ 6,155,063	\$ 1,005,365	\$ 8,286,731	\$ 1,116,847	\$ 151,217	\$ 1,268,064	\$ 9,554,795
Total C&I and Municipal %	Internal Admin	1.5%	7.7%	3.4%	6.0%	3.8%	0.7%	18.4%	2.8%	3.6%
	External Admin	0.0%	6.7%	0.0%	0	0.5%	0.0%	5.4%	0.6%	0.6%
	Rebate/Services	73.8%	56.2%	81.8%	81.5%	79.9%	82.1%	52.0%	78.5%	79.7%
	Implementation Services	18.0%	27.2%	11.5%	0	12.4%	11.5%	16.9%	12.1%	12.4%
	Marketing	0.9%	1.2%	0.4%	0.7%	0.5%	1.5%	3.6%	1.7%	0.7%
	EM&V	5.8%	0.9%	2.9%	1.8%	2.9%	4.3%	3.6%	4.2%	3.1%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Grand Total (Residential, C&I and Municipal)	Internal Admin	\$ 26,956	\$ 68,682	\$ 386,494	\$ 121,461	\$ 603,592	\$ 34,151	\$ 64,741	\$ 98,892	\$ 702,484
	External Admin	-	69,778	25	45,490	115,293	-	28,787	28,787	144,081
	Rebate/Services	942,294	556,931	10,031,522	1,401,276	12,932,023	2,547,366	473,489	3,020,855	15,952,878
	Implementation Services	218,991	270,176	1,087,969	229,162	1,806,298	272,499	112,494	384,992	2,191,290
	Marketing	22,129	12,028	89,572	19,210	142,938	42,398	15,098	57,496	200,434
	EM&V	76,012	13,005	335,035	29,891	453,942	104,989	12,739	117,728	571,670
	Total	\$ 1,286,382	\$ 990,599	\$ 11,930,616	\$ 1,846,490	\$ 16,054,087	\$ 3,001,403	\$ 707,347	\$ 3,708,751	\$ 19,762,836
Grand Total % (Residential, C&I and Municipal)	Internal Admin	2.1%	6.9%	3.2%	6.6%	3.8%	1.1%	9.2%	2.7%	3.6%
	External Admin	0.0%	7.0%	0.0%	2.5%	0.7%	0.0%	4.1%	0.8%	0.7%
	Rebate/Services	73.3%	56.2%	84.1%	75.9%	80.6%	84.9%	66.9%	81.5%	80.7%
	Implementation Services	17.0%	27.3%	9.1%	12.4%	11.3%	9.1%	15.9%	10.4%	11.1%
	Marketing	1.7%	1.2%	0.8%	1.0%	0.9%	1.4%	2.1%	1.6%	1.0%
	EM&V	5.9%	1.3%	2.8%	1.6%	2.8%	3.5%	1.8%	3.2%	2.9%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

3rd Quarter Report  
January 2016 - September 2016

Evaluation, Monitoring and Verification (EM&V)

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
<b>Annual Budget<sup>1</sup></b>		\$ 82,473	\$ 874,330	\$ 155,828	\$ 1,112,631	\$ 335,809	\$ 40,876	\$ 376,685	\$ 1,489,316
<b>Actual Expenses<sup>2</sup></b>									
Qtr. 1	\$ 24,801	\$ 2,923	\$ 111,310	\$ 3,276	\$ 142,310	\$ 37,025	\$ 2,047	\$ 39,072	\$ 181,382
Qtr. 2	\$ 37,699	\$ 9,467	\$ 161,423	\$ 11,347	\$ 219,935	\$ 42,030	\$ 1,734	\$ 43,764	\$ 263,699
Qtr. 3	\$ 13,512	\$ 615	\$ 62,302	\$ 15,268	\$ 91,697	\$ 25,934	\$ 8,958	\$ 34,892	\$ 126,589
Qtr. 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 76,012	\$ 13,005	\$ 335,035	\$ 29,891	\$ 453,942	\$ 104,989	\$ 12,739	\$ 117,728	\$ 571,670

Notes:

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

Status of EM&V Studies:

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

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

Evaluations available at: [http://www.puc.state.nh.us/Electric/Monitoring%20and%20Evaluation%20Reports/Monitoring\\_Evaluation\\_Report\\_List.htm](http://www.puc.state.nh.us/Electric/Monitoring%20and%20Evaluation%20Reports/Monitoring_Evaluation_Report_List.htm)

3rd Quarter Report  
January 2016 - September 2016

Revolving Loan Fund (RLF)

Description	Electric Utilities			
	Liberty Utilities	NHEC	Eversource	Unitil
Amount Available to Loan				
Revolving Loan Fund <sup>1</sup>	\$ 303,000	\$ 296,996	\$ 690,000	\$ 800,250
Less: Loans	465,037	541,184	1,422,663	1,159,543
Plus: Loan Payments Received	247,041	376,573	988,076	623,711
Current Balance	85,004	132,385	255,413	264,418
Less: Loans in Process	-	2,721	-	51,097
Less: Potential Loans	-	-	24,000	-
Amount Available to Loan	\$ 85,004	\$ 129,664	\$ 231,413	\$ 213,321
Maximum Loans and Maximum Term				
Residential	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000
Maximum Loan	2 Years	2 Years	2 Years	2 Years
Maximum Term				
Municipal and C&I <sup>2</sup>	\$ 50,000			\$ 50,000
Maximum Loan	10 Years	Smart Start	Smart Start	10 Years
Maximum Term				
Year-to-date Project Financing Information				
Residential		8	12	4
No. of Projects Financed				
Average Loan Amount	\$ -	\$ 1,784	\$ 1,160	\$ 1,928
Municipal and C&I <sup>2</sup>		-	-	1
No. of Projects Financed	N/A	N/A	N/A	11,614
Average Loan Amount				

**Notes:**

(1) Includes funds from a RGGI-funded grant awarded to the Electric Utilities in 2009 and CORE Program funds.

(2) Not applicable to the NHEC and PSNH. Utilize SmartStart Loan Program.

3rd Quarter Report  
January 2016 - September 2016

Smart Start Program

Description	NHEC	Eversource
Year-to-Date Amount Available to Loan		
Loan Fund Balance <sup>1</sup>	\$ 687,643	\$ 344,604
Less: Loans	75,519	805,476
Plus: Loan Repayments (excluding reserve for bad debt)	64,036	681,255
Current Balance	\$ 676,160	\$ 220,383
Less: Loans in Process	12,400	-
Less: Potential Loans		70,375
Add: Anticipated Loan Repayments Thru Year End		210,000
Amount Available to Loan	\$ 663,760	\$ 360,008
Year-to-Date Reserve for Bad Debt (Uncollectibles)		
Initial Balance	Not Applicable	212,838
Plus: Bad Debt Collections <sup>2</sup>		34,063
Less: Bad Debt Charges		
Ending Balance		\$ 246,901
Year-to-date Administrative and Implementation Expenses <sup>3</sup>	1,294	\$ 27,224
Year-to-date Payments to Contractors Supporting Customer Projects	75,519	\$ 805,475
Year-to-date Performance Incentive <sup>4</sup>	Not Applicable	\$ 40,875
Year-to-date Project Financing Information		
Municipal and C&I <sup>5</sup>	No. of Projects Financed	4 16
	Total Loan Amount	\$ 75,519 \$ 805,475
	Average Loan Amount	\$ 18,880 \$ 50,342
	Lifetime kWh Savings <sup>6</sup>	\$ 91,937 14,853,566
	Lifetime MMBTU Savings <sup>6</sup>	- Not Applicable
	Lifetime kWh Savings <sup>7</sup>	1,195,181 -
	Lifetime MMBTU Savings <sup>7</sup>	- Not Applicable
	Lifetime Electric Bill Savings	12,360 \$ 2,328,868

Notes:

(1) As of January 1, 2016.

(2) 5% of the loan amount is reserved for uncollectibles.

(3) Eversource's Annual Budget: \$52,000 (see page 16).

(4) The performance incentive is based on 6% of the loan repayments, excluding the reserve for bad debt.

(5) C&I not applicable to Eversource; Municipal only.

(6) Also reported in the applicable C&I program report.

(7) Incremental savings not reported elsewhere.

3rd Quarter Report  
January 2016 - September 2016

Residential Third Party Financing Option  
Funded Through the CORE Programs

Description	Electric Utilities				Gas Utilities			Grand Total	
	Liberty Utilities	Eversource	Unitil <sup>1</sup>	Sub-total Electric	LU Gas	Unitil Gas <sup>1</sup>	Sub-total Gas		
Amount Available for Interest Rate Buy-Downs									
Beginning Balance <sup>2</sup>	\$ 4,780	\$ 8,000	\$ 10,000	\$ -	\$ 22,780	\$ 36,920	\$ -	\$ 36,920	\$ 59,700
Less: Interest Rate Buy-Downs Paid	\$ 188	\$ 422	\$ 9,942	\$ -	\$ 10,551	\$ 15,829	\$ 209	\$ 16,038	\$ 26,589
Current Balance	\$ 4,592	\$ 7,578	\$ 58	\$ -	\$ 12,229	\$ 21,091	\$ (209)	\$ 20,882	\$ 33,111
Less: Potential Interest Rate Buy-Downs <sup>3</sup>	\$ -	\$ 605	\$ 3,009	\$ -	\$ 3,614	\$ 3,120	\$ -	\$ 3,120	\$ 6,735
Amount Available for Interest Rate Buy-Downs	\$ 4,592	\$ 6,973	\$ (2,950)	\$ -	\$ 8,615	\$ 17,970	\$ (209)	\$ 17,761	\$ 26,376
Year-to-date Project Loan Information									
No. of Projects Financed	1	2	13	-	16	20	2	22	38
Total Project Cost <sup>4</sup>	\$ 9,116	\$ 14,999	\$ 149,452	\$ -	\$ 173,567	\$ 179,921	\$ 9,129	\$ 189,050	\$ 362,616
Average Project Cost <sup>4</sup>	\$ 9,116	\$ 7,500	\$ 11,496	\$ -	\$ 10,848	\$ 8,996	\$ 4,564	\$ 8,593	\$ 9,543
Total Loan Amount	\$ 2,879	\$ 6,836	\$ 90,308	\$ -	\$ 100,024	\$ 147,768	\$ 4,410	\$ 152,178	\$ 252,202
Average Loan Amount	\$ 2,879	\$ 3,418	\$ 6,947	\$ -	\$ 6,251	\$ 7,388	\$ 2,205	\$ 6,917	\$ 6,637
Average Loan Term (years)	3.0	3.0	4.7	-	4.4	4.6	3.0	4.4	4.4
Total Interest Rate Buy-Down Amount	\$ 188	\$ 422	\$ 9,942	\$ -	\$ 10,551	\$ 15,829	\$ 209	\$ 16,038	\$ 26,589
Average Interest Rate Buy-Down Amount	\$ 188	\$ 211	\$ 765	\$ -	\$ 659	\$ 791	\$ 104	\$ 729	\$ 700
Average Gross Interest Rate	6.49%	6.24%	6.49%	0.00%	6.46%	6.57%	5.99%	6.52%	6.49%
Average Customer Interest Rate	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
Average Sq. Footage of Home (HPWES Projects)	1,103	1,746	2,630	-	2,424	1,362	2,115	1,430	1,849
Total Estimated Annual Space Heating Energy Savings (MMBtu) <sup>5</sup>	8	35	658	-	701	481	40	522	1,222
Average Estimated Annual Space Heating Energy Savings (MMBtu)	8	17	51	0	12	20	-	24	32
No. of Loan Write-offs	-	-	-	-	-	-	-	-	-
Total Loan Write-off Amount	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Pre-paid Interest Rate Buy-Down Amount Associated with Loan Write-off	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Notes:

- (1) Given the availability of Better Buildings funding, Unitil and Unitil Gas did not budget CORE funding to be used for third party interest rate buy-downs. However, for any customer falling outside of the parameters of the Better Buildings program, Unitil and Unitil Gas will pay for the interest rate buy-down out of its electric or gas Home Performance with ENERGY STAR program budgets.
- (2) As of January 1, 2016.
- (3) Estimated based on outstanding loan authorizations.
- (4) Includes utility and customer costs.
- (5) Also reported in the applicable Residential program reports. Includes space heating savings associated with all fuel sources.

3rd Quarter Report  
January 2016 - September 2016

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

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Amount Available for Interest Rate Buy-Downs									
Beginning Balance <sup>1</sup>	\$ 9,540	\$ -	\$ 76,636	\$ 13,920	\$ 100,096	\$ 31,980	\$ 4,920	\$ 36,900	\$ 136,996
Less: Interest Rate Buy-Downs Paid	\$ -	\$ -	\$ 5,959	\$ -	\$ 5,959	\$ -	\$ -	\$ -	\$ 5,959
Current Balance	\$ 9,540	\$ -	\$ 70,677	\$ 13,920	\$ 94,137	\$ 31,980	\$ 4,920	\$ 36,900	\$ 131,037
Less: Potential Interest Rate Buy-Downs <sup>2</sup>	\$ -	\$ -	\$ 5,362	\$ -	\$ 5,362	\$ -	\$ -	\$ -	\$ 5,362
Amount Available for Interest Rate Buy-Downs	\$ 9,540	\$ -	\$ 65,315	\$ 13,920	\$ 88,775	\$ 31,980	\$ 4,920	\$ 36,900	\$ 125,675
Year-to-date Project Loan Information									
No. of Projects Financed	-	-	10	-	10	-	-	-	10
Total Project Cost <sup>3</sup>	\$ -	\$ -	\$ 98,180	\$ -	\$ 98,180	\$ -	\$ -	\$ -	\$ 98,180
Average Project Cost <sup>3</sup>	-	-	\$ 9,818	-	\$ 9,818	-	-	-	\$ 9,818
Total Loan Amount	\$ -	\$ -	\$ 58,255	\$ -	\$ 58,255	\$ -	\$ -	\$ -	\$ 58,255
Average Loan Amount	-	-	\$ 5,826	-	\$ 5,826	-	-	-	\$ 5,826
Average Loan Term (years)	-	-	4.5	-	4.5	-	-	-	4.5
Total Interest Rate Buy-Down Amount	\$ -	\$ -	\$ 5,959	\$ -	\$ 5,959	\$ -	\$ -	\$ -	\$ 5,959
Average Interest Rate Buy-Down Amount	-	-	\$ 596	-	\$ 596	-	-	-	\$ 596
Average Gross Interest Rate	0.00%	0.00%	6.34%	0.00%	6.34%	0.00%	0.00%	0.00%	6.34%
Average Customer Interest Rate	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
Average Sq. Footage of Home (HPwES Projects)	-	-	2,262	-	2,262	-	-	-	2,262
Total Estimated Annual Space Heating Energy Savings (MMBtu) <sup>4</sup>	-	-	416	-	416	-	-	-	\$ 416
Average Estimated Annual Space Heating Energy Savings (MMBtu)	-	-	42	-	42	-	-	-	42
No. of Loan Write-offs	-	-	-	-	-	-	-	-	-
Total Loan Write-off Amount	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Pre-paid Interest Rate Buy-Down Amount Associated with Loan Write-off	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Notes:

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

3rd Quarter Report  
 January 2016 - September 2016  
 Electric Programs

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

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	55	2,170,472	28	560,403	356	6,327,508	39	771,164	478	9,829,547
Expenses / Lifetime MMBtu Savings	\$235,057	22,071	\$231,748	14,027	\$1,815,972	137,698	\$304,395	21,412	\$2,587,172	195,208
<b>Home Performance w/ENERGY STAR</b>										
Number of Rebates / Lifetime kWh Savings	99	8,270,818	25	528,897	398	5,699,425	50	750,354	572	15,249,494
Expenses / Lifetime MMBtu Savings	\$111,634	12,648	\$115,356	10,765	\$1,209,136	234,677	\$189,507	22,129	\$1,625,633	280,219
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	4	388,546	5	776,298	416	19,158,399	53	602,577	478	20,925,820
Expenses / Lifetime MMBtu Savings	\$51,489	8	\$71,801	5,320	\$1,024,628	209,509	\$66,860	9,374	\$1,214,778	224,212
<b>ENERGY STAR Products</b>										
Number of Rebates / Lifetime kWh Savings	4,819	6,496,041	4,789	6,689,351	30,506	50,813,140	8,991	13,938,496	49,105	77,937,028
Expenses / Lifetime MMBtu Savings	\$139,990	861	\$177,215	1,632	\$1,206,719	9,733	\$245,587	709	\$1,769,511	12,935
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	47	57,312,497	5	7,590,073	127	164,981,009	14	18,909,453	193	248,793,032
Expenses / Lifetime MMBtu Savings	\$490,655	0	\$89,628	0	\$2,794,543	0	\$378,976	0	\$3,753,802	0
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	54	6,646,844	30	7,402,587	224	72,257,685	54	18,794,627	362	105,101,743
Expenses / Lifetime MMBtu Savings	\$144,364	0	\$205,339	0	\$1,680,250	0	\$475,093	0	\$2,505,046	0
<b>Municipal Program</b>										
Number of Participants / Lifetime kWh Savings	20	6,300,352	7	1,368,029	46	38,456,190	5	2,017,491	78	48,142,062
Expenses / Lifetime MMBtu Savings	\$75,438	0	\$70,903	2,030	\$1,062,098	100,695	\$124,347	7,735	\$1,332,786	110,460
<b>Educational Programs</b>										
Expenses	\$7,131		\$16,580		\$79,573		\$27,244		\$130,528	
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	0	0	0	0	46,348	7,080,356	0	0	46,348	7,080,356
Expenses / Lifetime MMBtu Savings	\$30,623	0	\$10,737	0	\$1,030,473	0	\$34,480	0	\$1,106,314	0
<b>Smart Start (NHEC/PSNH), RLF (UES)</b>										
Expenses	\$0		\$1,294		\$27,224		\$0		\$28,517	
<b>Total Program Expenses</b>	<b>\$1,286,382</b>		<b>\$990,599</b>		<b>\$11,930,616</b>		<b>\$1,846,490</b>		<b>\$16,054,087</b>	

3rd Quarter Report  
January 2016 - September 2016  
Electric Programs

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

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

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	49	1,926,174	25	491,479	314	5,586,467	35	687,826	422	8,691,946
Expenses / Lifetime MMBtu Savings	\$208,600	19,587	\$203,245	12,302	\$1,603,296	121,572	\$271,499	19,098	\$2,286,641	172,558
<b>Home Performance w/ENERGY STAR</b>										
Number of Rebates / Lifetime kWh Savings	99	8,270,818	25	528,897	398	5,699,425	50	750,354	477	7,367,222
Expenses / Lifetime MMBtu Savings	\$111,634	12,648	\$115,356	10,765	\$1,209,136	234,677	\$189,507	22,129	\$1,625,633	267,579
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	4	388,546	5	776,298	416	19,158,399	53	602,577	478	20,925,820
Expenses / Lifetime MMBtu Savings	\$51,489	8	\$71,801	5,320	\$1,024,628	209,509	\$66,860	9,374	\$1,214,778	224,212
<b>ENERGY STAR Products</b>										
Number of Rebates / Lifetime kWh Savings	4,819	6,496,041	4,789	6,689,351	30,506	50,813,140	8,991	13,938,496	44,333	128,753,483
Expenses / Lifetime MMBtu Savings	\$139,990	861	\$177,215	1,632	\$1,206,719	9,733	\$245,587	709	\$1,769,511	12,074
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	47	57,312,497	5	7,590,073	127	164,981,009	14	18,909,453	200	198,127,379
Expenses / Lifetime MMBtu Savings	\$490,655	0	\$89,628	0	\$2,794,543	0	\$378,976	0	\$3,753,802	0
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	54	6,646,844	30	7,402,587	224	72,257,685	54	18,794,627	362	105,101,743
Expenses / Lifetime MMBtu Savings	\$144,364	0	\$205,339	0	\$1,680,250	0	\$475,093	0	\$2,505,046	0
<b>Municipal Program</b>										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
<b>Educational Programs</b>										
Expenses	\$7,131		\$16,580		\$79,573		\$27,244		\$130,528	
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	0	0	0	0	46,348	7,080,356	0	0	46,348	7,080,356
Expenses / Lifetime MMBtu Savings	\$30,623	0	\$10,737	0	\$1,030,473	0	\$34,480	0	\$1,106,314	0
<b>Smart Start (NHEC/PSNH), RLF (UES)</b>										
Expenses	\$0		\$1,294		\$27,224		\$0		\$28,517	
<b>Total Program Expenses</b>	<b>\$1,184,487</b>		<b>\$891,193</b>		<b>\$10,655,842</b>		<b>\$1,689,247</b>		<b>\$14,420,769</b>	

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



3rd Quarter Report  
January 2016 - September 2016  
Electric Programs

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

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

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	6	244,298	3	68,925	42	741,041	4	83,338	56	1,137,602
Expenses / Lifetime MMBtu Savings	\$26,457	2,484	\$28,503	1,725	\$212,676	16,126	\$32,895	2,314	\$300,531	22,650
<b>Home Performance w/ENERGY STAR</b>										
Number of Rebates / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	-	\$0	0
<b>ENERGY STAR Products</b>										
Number of Rebates / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
<b>Municipal Program</b>										
Number of Participants / Lifetime kWh Savings	20	6,300,352	7	1,368,029	46	38,456,190	5	2,017,491	78	48,142,062
Expenses / Lifetime MMBtu Savings	\$75,438	0	\$70,903	2,030	\$1,062,098	100,695	\$124,347	7,735	\$1,332,786	110,460
<b>Educational Programs</b>										
Expenses	\$0		\$0		\$0		\$0		\$0	
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
<b>Smart Start (NHEC/PSNH), RLF (UES)</b>										
Expenses	\$0		\$0		\$0		\$0		\$0	
<b>Total Program Expenses</b>	<b>\$101,895</b>		<b>\$99,406</b>		<b>\$1,274,774</b>		<b>\$157,243</b>		<b>\$1,633,318</b>	

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

3rd Quarter Report  
January 2016 - September 2016  
Gas Programs

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

	LU-Gas		Unitil-Gas		Total	
<b>Home Energy Assistance</b>						
Number of Units	228		27		255	
Expenses / Lifetime MMBtu Savings	\$688,701	126,115	\$180,359	19,384	\$869,060	145,499
<b>Home Performance w/ENERGY STAR</b>						
Number of Units	257		33		290	
Expenses / Lifetime MMBtu Savings	\$280,056	157,372	\$108,131	19,863	\$388,187	177,235
<b>ENERGY STAR Homes</b>						
Number of Homes	41		3		44	
Expenses / Lifetime MMBtu Savings	\$68,810	23,438	\$29,309	6,140	\$98,119	29,578
<b>ENERGY STAR Products</b>						
Number of Rebates	925		215		1,140	
Expenses / Lifetime MMBtu Savings	\$620,211	175,745	\$230,334	55,000	\$850,546	230,745
<b>Large Business Energy Solutions</b>						
Number of Participants	268		3		271	
Expenses / Lifetime MMBtu Savings	\$602,954	288,547	\$96,762	26,124	\$699,716	314,672
<b>Small Business Energy Solutions</b>						
Number of Participants	1,333		4		1,337	
Expenses / Lifetime MMBtu Savings	\$504,140	247,451	\$48,871	2,892	\$553,011	250,343
<b>Educational Programs</b>						
Expenses	\$9,753		\$13,582		\$23,335	
<b>Company Specific Programs / FCM Expenses</b>						
Number of Participants	25,000		0		25,000	
Expenses / Lifetime MMBtu Savings	\$226,777	27,559	\$0	0	\$226,777	27,559
<b>Total Program Expenses</b>	<b>\$3,001,403</b>		<b>\$707,347</b>		<b>\$3,708,751</b>	

3rd Quarter Report  
January 2016 - September 2016

Program Results  
RGGI Grant Award (RFP #14-004)

Description	2016			2017			2018			Total			
	Retail	Large Business	Sub-Total	Retail	Large Business	Sub-Total	Retail	Large Business	Sub-Total	Retail	Large Business	Total	
Program Expenses <sup>1</sup>	Budget	\$ 223,256	\$ 148,837	\$ 372,093	\$ 223,256	\$ 148,837	\$ 372,093	\$ 223,256	\$ 148,837	\$ 372,093	\$ 669,768	\$ 446,511	\$ 1,116,279
	Actual	\$ 26,211	\$ 24,143	\$ 50,354	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 26,211	\$ 24,143	\$ 50,354
	Percent	12%	16%	14%	0%	0%	0%	0%	0%	0%	4%	5%	5%
Program Participation	Goal	196	129	325	195	128	323	194	128	322	585	385	970
	Actual	8	4	12	-	-	-	-	-	-	8	4	12
	Percent	4%	3%	4%	0%	0%	0%	0%	0%	0%	1%	1%	1%
Annual kWh Savings	Goal	485	320	805	482	317	799	479	315	794	1,446	952	2,398
	Actual	-	-	-	-	-	-	-	-	-	-	-	-
	Percent	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Lifetime kWh Savings	Goal	8,729	5,754	14,483	8,673	5,714	14,387	8,616	5,674	14,290	26,018	17,142	43,160
	Actual	-	-	-	-	-	-	-	-	-	-	-	-
	Percent	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Annual MMBtu Savings	Goal	3,952	2,513	6,465	3,926	2,496	6,423	3,900	2,479	6,379	11,778	7,488	19,267
	Actual	227	957	1,184	-	-	-	-	-	-	227	957	1,184
	Percent	6%	38%	18%	0%	0%	0%	0%	0%	0%	2%	13%	6%
Lifetime MMBtu Savings	Goal	38,916	23,825	62,741	38,668	23,662	62,330	38,412	23,495	61,907	115,996	70,982	186,978
	Actual	4,069	7,100	11,169	-	-	-	-	-	-	4,069	7,100	11,169
	Percent	10%	30%	18%	0%	0%	0%	0%	0%	0%	4%	10%	6%
Annual CO2 Reductions (in Metric Tons)	Actual	13	55	68	-	-	-	-	-	-	13	55	68
Lifetime CO2 Reductions (in Metric Tons)	Actual	230	433	663	-	-	-	-	-	-	230	433	663

Notes:

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