

March 1, 2017

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

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

Dear Director Howland:

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

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

Very truly yours,



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

Enclosures
cc: Service List



**New Hampshire
CORE Energy Efficiency Programs**

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

Docket DE 14-216

March 1, 2017



4th Quarter Report
 January 2016 - December 2016

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4th Quarter Report
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Highlights
CORE & Company-Specific Programs

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

Notes:

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

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

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

4th Quarter Report
 January 2016 - December 2016

Highlights
 CORE Programs ¹

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

Notes:

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

4th Quarter Report
 January 2016 - December 2016

Highlights
 Company-Specific Programs ¹

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

Notes:

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

4th Quarter Report
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Highlights
Home Energy Assistance Program ¹

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

Notes:

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

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

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

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Highlights
CO₂ Emissions Reductions

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

Notes:

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

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

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Highlights
Annual Savings by Fuel Type

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

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

4th Quarter Report
January 2016 - December 2016

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

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

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

4th Quarter Report
January 2016 - December 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 | \$ 1,014,000 | \$ 208,884 | \$ 1,222,884 | \$ 5,015,789 |
| | Actual | \$ 314,958 | \$ 292,376 | \$ 2,630,799 | \$ 369,329 | \$ 3,607,463 | \$ 1,003,642 | \$ 232,459 | \$ 1,236,101 | \$ 4,843,563 |
| | Percent | 95% | 114% | 96% | 81% | 95% | 99% | 111% | 101% | 97% |
| Program Participation | Goal | 37 | 28 | 352 | 48 | 465 | 306 | 32 | 338 | 803 |
| | Actual | 59 | 34 | 548 | 50 | 691 | 246 | 30 | 276 | 967 |
| | Percent | 161% | 121% | 156% | 104% | 149% | 80% | 94% | 82% | 120% |
| Annual kWh Savings | Goal | 60,076 | 33,321 | 487,615 | 52,270 | 633,281 | 2 | 9,790 | 9,792 | 643,073 |
| | Actual | 127,399 | 41,415 | 514,042 | 50,518 | 733,375 | 46,219 | 4,607 | 50,826 | 784,201 |
| | Percent | 212% | 124% | 105% | 97% | 116% | 1948955% | 47% | 519% | 122% |
| Lifetime kWh Savings | Goal | 989,551 | 531,288 | 8,870,954 | 952,712 | 11,344,505 | 47 | 236,062 | 236,109 | 11,580,615 |
| | Actual | 2,264,881 | 719,054 | 8,754,806 | 862,222 | 12,600,962 | 1,109,672 | 99,918 | 1,209,590 | 13,810,552 |
| | Percent | 229% | 135% | 99% | 91% | 111% | 2360841% | 42% | 512% | 119% |
| Annual MMBtu Savings | Goal | 961 | 733 | 8,372 | 1,466 | 11,531 | 6,339 | 1,112 | 7,451 | 18,982 |
| | Actual | 1,110 | 938 | 8,043 | 1,191 | 11,282 | 6,979 | 1,043 | 8,022 | 19,305 |
| | Percent | 116% | 128% | 96% | 81% | 98% | 110% | 94% | 108% | 102% |
| Lifetime MMBtu Savings | Goal | 21,494 | 15,042 | 168,662 | 28,654 | 233,853 | 123,267 | 24,183 | 147,451 | 381,303 |
| | Actual | 24,313 | 19,381 | 189,454 | 22,695 | 255,843 | 142,295 | 20,134 | 162,429 | 418,272 |
| | Percent | 113% | 129% | 112% | 79% | 109% | 115% | 83% | 110% | 110% |

4th Quarter Report
January 2016 - December 2016

Program Results
Energy Star® Homes

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

4th Quarter Report
January 2016 - December 2016

Program Results
Home Performance With Energy Star® (HPwES)

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

4th Quarter Report
January 2016 - December 2016

Program Results
Energy Star® Products

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

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

4th Quarter Report
January 2016 - December 2016

Program Results
Large Business Energy Solutions

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

4th Quarter Report
January 2016 - December 2016

Program Results
Small Business Energy Solutions

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

4th Quarter Report
January 2016 - December 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 | \$ 163,039 | \$ 197,081 | \$ 1,447,065 | \$ 134,369 | \$ 1,941,553 |
| | Percent | 100% | 123% | 100% | 61% | 97% |
| Program Participation | Goal | 41 | 32 | 202 | 28 | 304 |
| | Actual | 5 | 15 | 109 | 6 | 135 |
| | Percent | 12% | 47% | 54% | 21% | 44% |
| Annual kWh Savings | Goal | 344,321 | 306,457 | 3,312,917 | 240,506 | 4,204,201 |
| | Actual | 436,335 | 210,626 | 4,787,157 | 159,791 | 5,593,909 |
| | Percent | 127% | 69% | 144% | 66% | 133% |
| Lifetime kWh Savings | Goal | 4,549,199 | 3,979,658 | 44,131,322 | 3,140,791 | 55,800,970 |
| | Actual | 6,388,505 | 2,738,138 | 67,018,465 | 2,077,283 | 78,222,391 |
| | Percent | 140% | 69% | 152% | 66% | 140% |
| Annual MMBtu Savings | Goal | 159 | 85 | 1,243 | 231 | 1,718 |
| | Actual | - | 700 | 6,292 | 579 | 7,571 |
| | Percent | 0% | 828% | 506% | 251% | 441% |
| Lifetime MMBtu Savings | Goal | 3,871 | 2,115 | 29,445 | 4,801 | 40,231 |
| | Actual | - | 9,105 | 110,706 | 11,670 | 131,480 |
| | Percent | 0% | 430% | 376% | 243% | 327% |

4th Quarter Report
 January 2016 - December 2016

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

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

4th Quarter Report
January 2016 - December 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 | \$ 28,724 | \$ 531,156 | \$ 231,662 | \$ 426,327 | \$ - | \$ 1,217,868 |
| | Percent | 55% | 91% | 92% | 99% | - | 91% |
| Program Participation | Goal | - | - | 25,000 | 2 | 4 | 25,006 |
| | Actual | - | - | 47,905 | 17 | - | 47,922 |
| | Percent | - | - | 192% | 798% | - | 192% |
| Annual kWh Savings | Goal | - | - | 1,755,681 | 1,948,183 | - | 3,703,864 |
| | Actual | - | - | 3,646,719 | 1,937,481 | - | 5,584,200 |
| | Percent | - | - | 208% | 99% | - | 151% |
| Lifetime kWh Savings | Goal | - | - | 5,267,042 | 24,782,462 | - | 30,049,504 |
| | Actual | - | - | 8,451,286 | 24,769,404 | - | 33,220,690 |
| | Percent | - | - | 160% | 100% | - | 111% |

*Updates on the Customer Engagement Platform:

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

4th Quarter Report
January 2016 - December 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 | | |
| Program Expenses | | | | | | | | | | |
| Residential | Budget | \$ - | \$ - | \$ - | \$ 52,776 | \$ 52,776 | \$ - | \$ 17,000 | \$ 17,000 | \$ 69,776 |
| | Actual | - | - | - | 19,330 | 19,330 | - | 9,110 | 9,110 | 28,440 |
| | Percent | - | - | - | 37% | 37% | - | 54% | 54% | 41% |
| Commercial & Industrial | Budget | \$ 10,802 | \$ 39,020 | \$ 206,596 | \$ 44,936 | \$ 301,354 | \$ 25,000 | \$ 13,000 | \$ 38,000 | \$ 339,354 |
| | Actual | 10,464 | 19,343 | 175,525 | 2,620 | 207,952 | 24,070 | 6,928 | 30,999 | 238,951 |
| | Percent | 97% | 50% | 85% | 6% | 69% | 96% | 53% | 82% | 70% |
| Total | Budget | \$ 10,802 | \$ 39,020 | \$ 206,596 | \$ 97,712 | \$ 354,130 | \$ 25,000 | \$ 30,000 | \$ 55,000 | \$ 409,130 |
| | Actual | 10,464 | 19,343 | 175,525 | 21,951 | 227,282 | 24,070 | 16,038 | 40,109 | 267,391 |
| | Percent | 97% | 50% | 85% | 22% | 64% | 96% | 53% | 73% | 65% |

Focus Areas

Activities

Residential Programs

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

Commercial, Industrial & Municipal Programs

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

K-12 Energy Efficiency Education

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

4th Quarter Report
January 2016 - December 2016

Forward Capacity Market (FCM) Proceeds and Expenses

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

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

4th Quarter Report
January 2016 - December 2016

Expenses By Activity
Residential Programs

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

4th Quarter Report
January 2016 - December 2016

Expenses by Activity
Residential Programs (Continued)

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

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

4th Quarter Report
January 2016 - December 2016

Expenses by Activity
C&I and Municipal Programs

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

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

4th Quarter Report
 January 2016 - December 2016

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

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

4th Quarter Report
January 2016 - December 2016

Evaluation, Monitoring and Verification (EM&V)

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

Notes:

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

Status of EM&V Studies:

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

NEEP/CEE Webinar/Conference Schedule

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

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

4th Quarter Report
 January 2016 - December 2016

Revolving Loan Fund (RLF)

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

Notes:

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

4th Quarter Report
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Smart Start Program

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

Notes:

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

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Residential Third Party Financing Option
Funded Through the CORE Programs

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

Notes:

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

4th Quarter Report
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Residential Third Party Financing Option
Funded Through BetterBuildings OEP/CDFA Collaboration

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

Notes:

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

4th Quarter Report
January 2016 - December 2016

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

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

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January 2016 - December 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 | |
|---|--------------------|------------|--------------------|------------|---------------------|-------------|--------------------|------------|---------------------|-------------|
| Home Energy Assistance | | | | | | | | | | |
| Number of Units / Lifetime kWh Savings | 51 | 1,941,158 | 30 | 633,605 | 477 | 7,624,064 | 43 | 740,315 | 601 | 10,939,142 |
| Expenses / Lifetime MMBtu Savings | \$269,941 | 20,838 | \$257,632 | 17,078 | \$2,291,014 | 164,985 | \$317,111 | 19,486 | \$3,135,697 | 222,387 |
| Home Performance w/ENERGY STAR | | | | | | | | | | |
| Number of Rebates / Lifetime kWh Savings | 103 | 8,300,650 | 52 | 1,051,721 | 511 | 7,626,644 | 55 | 1,251,028 | 642 | 14,774,536 |
| Expenses / Lifetime MMBtu Savings | \$155,975 | 13,812 | \$204,480 | 24,279 | \$1,599,053 | 271,852 | \$268,193 | 34,324 | \$2,227,701 | 342,421 |
| ENERGY STAR Homes | | | | | | | | | | |
| Number of Homes / Lifetime kWh Savings | 24 | 4,845,143 | 14 | 2,772,195 | 504 | 27,962,252 | 104 | 3,275,526 | 646 | 38,855,116 |
| Expenses / Lifetime MMBtu Savings | \$85,984 | 11,966 | \$129,039 | 17,711 | \$1,309,689 | 219,214 | \$167,126 | 21,032 | \$1,691,839 | 269,923 |
| ENERGY STAR Products | | | | | | | | | | |
| Number of Rebates / Lifetime kWh Savings | 9,087 | 14,210,905 | 8,638 | 13,755,383 | 61,644 | 103,220,376 | 18,564 | 29,876,568 | 88,868 | 211,773,411 |
| Expenses / Lifetime MMBtu Savings | \$228,643 | 1,078 | \$264,733 | 2,215 | \$1,799,458 | 15,786 | \$358,236 | 1,055 | \$2,651,071 | 19,056 |
| Large Business Energy Solutions | | | | | | | | | | |
| Number of Participants / Lifetime kWh Savings | 22 | 64,921,084 | 8 | 8,156,453 | 288 | 359,499,153 | 24 | 66,998,073 | 341 | 444,297,201 |
| Expenses / Lifetime MMBtu Savings | \$671,688 | 0 | \$109,309 | 0 | \$4,476,682 | 0 | \$688,316 | 0 | \$5,945,995 | 0 |
| Small Business Energy Solutions | | | | | | | | | | |
| Number of Participants / Lifetime kWh Savings | 21 | 9,643,523 | 46 | 9,548,979 | 356 | 110,535,030 | 56 | 18,801,450 | 479 | 148,528,982 |
| Expenses / Lifetime MMBtu Savings | \$298,850 | 0 | \$265,112 | 0 | \$2,401,442 | 0 | \$499,144 | 0 | \$3,464,547 | 0 |
| Municipal Program | | | | | | | | | | |
| Number of Participants / Lifetime kWh Savings | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Expenses / Lifetime MMBtu Savings | \$0 | 0 | \$0 | 0 | \$0 | 0 | \$0 | 0 | \$0 | 0 |
| Educational Programs | | | | | | | | | | |
| Expenses | \$10,464 | | \$19,343 | | \$175,525 | | \$21,951 | | \$227,282 | |
| Company Specific Programs / FCM Expenses | | | | | | | | | | |
| Number of Participants / Lifetime kWh Savings | 0 | 0 | 0 | 0 | 47,922 | 33,220,690 | 0 | 0 | 47,922 | 33,220,690 |
| Expenses / Lifetime MMBtu Savings | \$33,250 | 0 | \$12,478 | 0 | \$1,279,803 | 0 | \$49,832 | 0 | \$1,375,363 | 0 |
| Smart Start (NHEC/PSNH), RLF (UES) | | | | | | | | | | |
| Expenses | \$0 | | \$1,254 | | \$28,724 | | \$0 | | \$29,978 | |
| Total Program Expenses | \$1,754,794 | | \$1,263,378 | | \$15,361,390 | | \$2,369,910 | | \$20,749,473 | |

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

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Electric Programs

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

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

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

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

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

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

4th Quarter Report
January 2016 - December 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 ¹ | Budget | \$ 223,256 | \$ 148,837 | \$ 372,093 | \$ 223,256 | \$ 148,837 | \$ 372,093 | \$ 223,256 | \$ 148,837 | \$ 372,093 | \$ 669,768 | \$ 446,511 | \$ 1,116,279 |
| | Actual | \$ 130,990 | \$ 119,015 | \$ 250,005 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 130,990 | \$ 119,015 | \$ 250,005 |
| | Percent | 59% | 80% | 67% | 0% | 0% | 0% | 0% | 0% | 0% | 20% | 27% | 22% |
| Program Participation | Goal | 196 | 129 | 325 | 195 | 128 | 323 | 194 | 128 | 322 | 585 | 385 | 970 |
| | Actual | 119 | 25 | 144 | - | - | - | - | - | - | 119 | 25 | 144 |
| | Percent | 61% | 19% | 44% | 0% | 0% | 0% | 0% | 0% | 0% | 20% | 6% | 15% |
| Annual kWh Savings | Goal | 485 | 320 | 805 | 482 | 317 | 799 | 479 | 315 | 794 | 1,446 | 952 | 2,398 |
| | Actual | 6,080 | 18,134 | 24,214 | - | - | - | - | - | - | 6,080 | 18,134 | 24,214 |
| | Percent | 1254% | 5667% | 3008% | 0% | 0% | 0% | 0% | 0% | 0% | 420% | 1905% | 1010% |
| Lifetime kWh Savings | Goal | 8,729 | 5,754 | 14,483 | 8,673 | 5,714 | 14,387 | 8,616 | 5,674 | 14,290 | 26,018 | 17,142 | 43,160 |
| | Actual | 146,120 | 293,360 | 439,480 | - | - | - | - | - | - | 146,120 | 293,360 | 439,480 |
| | Percent | 1674% | 5098% | 3034% | 0% | 0% | 0% | 0% | 0% | 0% | 562% | 1711% | 1018% |
| Annual MMBtu Savings | Goal | 3,952 | 2,513 | 6,465 | 3,926 | 2,496 | 6,423 | 3,900 | 2,479 | 6,379 | 11,778 | 7,488 | 19,267 |
| | Actual | 2,188 | 6,273 | 8,461 | - | - | - | - | - | - | 2,188 | 6,273 | 8,461 |
| | Percent | 55% | 250% | 131% | 0% | 0% | 0% | 0% | 0% | 0% | 19% | 84% | 44% |
| Lifetime MMBtu Savings | Goal | 38,916 | 23,825 | 62,741 | 38,668 | 23,662 | 62,330 | 38,412 | 23,495 | 61,907 | 115,996 | 70,982 | 186,978 |
| | Actual | 43,643 | 44,400 | 88,043 | - | - | - | - | - | - | 43,643 | 44,400 | 88,043 |
| | Percent | 112% | 186% | 140% | 0% | 0% | 0% | 0% | 0% | 0% | 38% | 63% | 47% |
| Annual CO2 Reductions (in Metric Tons) | Actual | 142 | 434 | 576 | - | - | - | - | - | - | 142 | 434 | 576 |
| Lifetime CO2 Reductions (in Metric Tons) | Actual | 2,821 | 147,722 | 150,543 | - | - | - | - | - | - | 2,821 | 147,722 | 150,543 |

Notes:

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