

Exhibit C: Actual Program Year-2 Summary - May 1, 2007 - April 30, 2008

1	2	3	4	5	6	7	8	9	10
Program	Budget	Design Goal	Projected Lifetime Therms Savings	Actual Lifetime Therms Savings	Actual LTT/Projected LTT ratio	Projected TRC ₂	Actual TRC ₂	Actual TRC/Projected TRC ratio	Estimated Before-Tax Design Incentive, \$
Residential									
Residential Conservation Services (RCS)	\$34,798	N/A (therms) ¹ 80 participants	N/A	N/A		0.00	0.00		
Residential Custom Measures	\$76,318	15,972 therms 44 participants	373,585	118,868		4.42	3.11		
Residential High Efficiency (HE) Heating Equipment	\$61,008	26,453 therms 158 participants	529,060	298,000		7.21	3.02		
Residential High Efficiency (HE) Water Heating	\$24,673	4,823 therms 61 participants	72,345	59,250		2.81	2.49		
Residential ENERGY STAR® Homes	\$4,113	5,532 therms 14 participants	138,300	0		3.70	0.00		
Residential ENERGY STAR® Programmable Thermostats	\$7,598	8,855 therms 201 participants	88,550	172,500		10.73	13.86		
ENERGY STAR® Windows	\$4,954	533 therms 272 participants	18,655	34,100		3.48	5.38		
Self-install Rebate Program	\$20,215	5,000 therms 500 participants	50,000	7,700		2.19	1.22		
Residential Low Income Custom Measures	\$65,879	7,860 therms 30 participants	117,900	139,173		2.56	3.21		
Total	\$299,556		1,388,395	829,591	0.60	4.03	3.35	0.83	\$9,963
Multifamily and C&I									
Multifamily Custom Measures	\$176,599	60,000 therms 20 participants	1,050,000	784,210		4.81	4.46		
Small Commercial and Industrial Custom Measures Program	\$91,038	30,000 therms 8 participants	471,000	295,129		4.66	5.10		
Medium and Large Commercial and Industrial Custom Measures Program	\$157,183	48,000 therms 2 participants	607,200	231,343		4.71	2.53		
Small C&I High Efficiency Heating Program	\$13,308	4,924 therms 27 participants	98,480	16,920		7.84	2.09		
Commercial & Industrial Infrared Heating Program	\$5,677	4,725 therms 7 participants	94,500	44,880		14.58	16.31		
Commercial ENERGY STAR® Thermostats	\$1,339	880 therms 20 participants	8,800	7,500		6.80	17.31		
Commercial Food Service Program	\$1,854	1,848 therms 4 participants	27,720	10,950		11.33	10.29		
Total	\$446,998		2,357,700	1,390,932	0.59	4.75	3.94	0.83	\$14,831
Total	\$746,554		3,746,095	2,220,523					\$24,793

Notes:

- The Residential Conservation Services Program is educational program open to all residential customers, and although all customers can benefit from the program, the total benefits are not readily quantifiable.
- Calculation based on NH PUC order 23,850 and 23,574 (for TRC ratios, program year 2006 planned activities and actuals were modeled separately) \$12.45/MMBTU avoided cost value per PUC 2/28/06 instruction
- Threshold: The Gas Utilities must achieve a minimum "threshold" performance before being eligible to earn an incentive.
For the cost-effectiveness component, the Gas Utilities must achieve an actual year-end TRC of 1.0 before any incentive can be earned.
For the energy savings component, the Gas Utilities must achieve a minimum of 65% of projected lifetime therm savings before any incentive can be earned.
- The earned incentive is based on a sliding scale from 0% to 12% by Sector.
- The performance incentive for the Residential Portfolio of programs of the target year Residential budget is: 3.3%
The performance incentives for the C&I portfolio of programs of the target year C/I budget is: 3.3%
The total performance incentives for both portfolios combined of the total target year budget is: 3.3%
The full design level incentive for both the residential and C&I portfolio of programs combined would have been: \$59,724

Assumptions:

- Design Target Incentive = 8%
- Incentive Calculation Formula:

$$\text{Incentive}_{\text{RES}} = \text{Budget}_{\text{RES}} \times \{ [4\% \times (\text{TRC}_{\text{Actual}} / \text{TRC}_{\text{Projected}})] + [4\% \times \text{Lifetime Therm Savings}_{\text{Actual}} / \text{Lifetime Therm Savings}_{\text{Projected}}] \}$$

Plus

$$\text{Incentive}_{\text{C&I}} = \text{Budget}_{\text{C&I}} \times \{ [4\% \times (\text{TRC}_{\text{Actual}} / \text{TRC}_{\text{Projected}})] + [4\% \times \text{Lifetime Therm Savings}_{\text{Actual}} / \text{Lifetime Therm Savings}_{\text{Projected}}] \}$$