

DOMESTIC DELIVERY SERVICE  
SCHEDULE D (continued)

CHARACTER OF SERVICE

Electricity will normally be delivered at 120/240 volts using three wire, single phase service. In some areas service may be 120/208 volts, single phase, three wire.

DELIVERY SERVICE CHARGES - MONTHLY

The Delivery Service Charges shall include Distribution Charges and Adjustments, set forth below.

DISTRIBUTION CHARGES - MONTHLY

Customer Charge:		\$8.40 per meter
Distribution Charge:	First 250 kWh:	1.817¢ per kWh
	Excess 250 kWh:	2.317¢ per kWh

MINIMUM CHARGE

The minimum charge per month, or fraction thereof, shall be the Customer Charge.

GENERAL DELIVERY SERVICE  
SCHEDULE G

AVAILABILITY

Service is available under this Schedule to non-domestic Customers for all general purposes and includes the operation of single phase motors having such characteristics and so operated as not to impair service to other Customers. Single phase motors exceeding five (5) horsepower will be allowed only upon approval by the Company in each instance. Unmetered traffic and flashing signal lights existing immediately prior to the effective date of this Schedule shall also be billed under this Schedule.

This Schedule is for delivery service only. Customers are required to obtain an energy supply from a Competitive Supplier, self-supply (available to Market Participant End Users as described in NHPUC Order No. 24,172), or may be eligible for Default Service from the Company pursuant to Schedule DS as amended from time to time.

CHARACTER OF SERVICE

Electric service of the following description is available, depending upon the location of the Customer: (1) 120/240 volts, single phase, three wire; (2) 120/208 volts, single phase, three wire; (3) 208Y/120 volts, three phase, four wire; (4) 480Y/277 volts, three phase, four wire; (5) 4160 volts, three phase, four wire or such higher primary distribution voltage as may be available, the voltage to be designated by the Company.

DELIVERY SERVICE CHARGES - MONTHLY

The Delivery Service Charges shall include Distribution Charges and Adjustments, set forth below.

Large General Service Schedule G1: for any industrial or commercial Customer with its average use consistently equal to or in excess of two hundred (200) kilovolt-amperes of demand and generally greater than or equal to one-hundred thousand (100,000) kilowatt-hours per month.

DISTRIBUTION CHARGES - MONTHLY

Customer Charge:	Secondary Voltage	\$108.86 per meter
	Primary Voltage	\$64.51 per meter

Distribution Charges: \$5.70 per kVA

Regular General Service Schedule G2: for any industrial or commercial Customer with its average use consistently below two-hundred (200) kilovolt-amperes of demand and generally less than one-hundred thousand (100,000) kilowatt-hours per month.

GENERAL DELIVERY SERVICE  
SCHEDULE G (continued)

DISTRIBUTION CHARGES - MONTHLY

Customer Charge: \$11.00 per meter

Distribution Charges: \$7.05 per kW

Regular General Service Schedule G2 kWh meter: Service is available under this Schedule only to customers at locations which were receiving service under Unitil Energy Systems, Inc.'s NHPUC No. 1 and are presently receiving service under this Schedule. New customers at existing locations and new locations shall not be eligible for this rate, but the Company will install a demand meter and the location shall be served under Schedule G2.

DISTRIBUTION CHARGES - MONTHLY

Customer Charge: \$8.40 per meter

Distribution Charge: 2.995¢ per kWh

Uncontrolled (Quick Recovery) Water Heating: Uncontrolled (Quick Recovery) Water Heating is available under this Schedule at those locations which were receiving uncontrolled (Quick Recovery) water heating service under Unitil Energy Systems, Inc.'s NHPUC No. 1 and are presently receiving service under this Schedule.

For those locations which qualify under the preceding paragraph, uncontrolled quick recovery water heating service is available under this Schedule if the Customer has installed and in regular operation throughout the entire year an electric water heater of the quick recovery type, equipped with two thermostatically operated heating elements, each with a rating of no more than 4,500 watts, so connected and interlocked that they cannot operate simultaneously and if the water heater supplies the Customer's entire water heating requirements, all electricity supplied thereto under this provision will be metered separately and billed as follows:

DISTRIBUTION CHARGES - MONTHLY

Customer Charge \$3.75 per meter

Distribution Charge 2.093¢ per kWh

GENERAL DELIVERY SERVICE  
SCHEDULE G (continued)

Space Heating: Space Heating is available under this Schedule at those locations which were receiving space heating service under Unitil Energy Systems, Inc.'s NHPUC No. 1 and are presently receiving service under this Schedule. Customers who qualify for service under this Schedule for five (5) kilowatts or more of permanently-installed space heating equipment under this provision may elect to have such service metered separately and billed as follows:

DISTRIBUTION CHARGES - MONTHLY

Customer Charge: \$3.75 per meter

Distribution Charge: 2.093¢ per kWh

DETERMINATION OF DEMAND

Large General Service Schedule G1

For the purpose of demand billing under the Large General Service Schedule G1, metered demands shall be measured as the highest 15-minute integrated kilovolt-ampere (kVA) demand determined during the current month for which the bill is rendered. The monthly billing demand charge shall be based upon this metered demand except that it shall not be less than 80% of the

OUTDOOR LIGHTING SERVICE  
SCHEDULE OL

AVAILABILITY

This Schedule is available to governmental bodies and private customers for unmetered outdoor lighting service supplied from the Company's existing overhead conductors with lighting fixtures mounted on existing poles. Mercury Vapor lighting fixtures will be unavailable at new locations after December 1, 2002.

This Schedule is for delivery service only. Customers are required to obtain an energy supply from a Competitive Supplier, self-supply (available to Market Participant End Users as described in NHPUC Order No. 24,172), or may be eligible for Default Service from the Company pursuant to Schedule DS as amended from time to time.

CHARACTER OF SERVICE

All lighting shall be photoelectrically controlled. The Company will furnish and maintain the equipment hereinafter described and shall supply service at which the lamps are designed to operate. All lighting fixtures will be group relamped in accordance with the lamp manufacturer's suggested schedule. At relamping time the fixture will be maintained in accordance with the fixture manufacturer's suggested procedures.

DELIVERY SERVICE CHARGES – MONTHLY

The Delivery Service Charges shall include Distribution Charges and Adjustments, set forth below.

DISTRIBUTION CHARGES: LUMINAIRE – MONTHLY

Lamp Size		Description of Luminaire	Luminaire Price per Month	Luminaire Monthly kWh
Nominal Watts	Lumens Approx.			
100	3,500	Mercury Vapor Street	\$7.90	40
175	7,000	Mercury Vapor Street	\$9.56	67
250	11,000	Mercury Vapor Street	\$10.97	95
400	20,000	Mercury Vapor Street	\$13.26	154
1,000*	60,000	Mercury Vapor Street	\$27.34	388
250	11,000	Mercury Vapor Flood	\$11.75	95
400	20,000	Mercury Vapor Flood	\$14.27	154
1,000	60,000	Mercury Vapor Flood	\$24.31	388
100	3,500	Mercury Vapor Power Bracket	\$7.98	40
175	7,000	Mercury Vapor Power Bracket	\$8.96	67
50	4,000	Sodium Vapor Street	\$8.06	21
100	9,500	Sodium Vapor Street	\$9.20	43
150	16,000	Sodium Vapor Street	\$9.24	60
250	30,000	Sodium Vapor Street	\$11.84	101
400	50,000	Sodium Vapor Street	\$15.19	161
1,000*	140,000	Sodium Vapor Street	\$26.99	398
150	16,000	Sodium Vapor Flood	\$10.81	60
250	30,000	Sodium Vapor Flood	\$12.93	101
400	50,000	Sodium Vapor Flood	\$14.83	161
1000	140,000	Sodium Vapor Flood	\$27.23	398
50	4,000	Sodium Vapor Power Bracket	\$7.38	21
100	9,500	Sodium Vapor Power Bracket	\$8.41	43

\* 1,000 Watt Mercury Vapor Street and 1,000 Watt Sodium Vapor Street are no longer available. Flood lights are available with brackets and ballasts as specified by the Company.

Authorized by NHPUC Order No. 25,201 in Case No. DE 10-292 dated March 4, 2011.  
Issued: March 11, 2011  
Effective: April 1, 2011

Issued by: Mark H. Collin  
Treasurer

***SUMMARY OF DELIVERY SERVICE RATES (Includes Electricity Consumption Tax)***

The effective rates listed below include an Electricity Consumption Tax, assessed in accordance with NH Statute RSA Chapter 83-E. This tax, collected on behalf of the State of NH by each electric utility, is based on kWh consumed. Each bill rendered for electric delivery service shall be calculated through the application of the effective rates as listed below.

<u>Class</u>		<u>Distribution Charge*</u> (1)	<u>External Delivery Charge**</u>	<u>Stranded Cost Charge**</u>	<u>System Benefits Charge***</u> (2)	<u>Total Delivery Charges</u>	<u>Electricity Consumption Tax</u>	<u>Effective Delivery Rates (Incl. Electricity Consumption Tax)</u>
<b>D</b>	Customer Charge	\$8.40				\$8.40		\$8.40
	First 250 kWh	\$0.02255	\$0.01688	\$0.00138	\$0.00330	\$0.04411	\$0.00055	\$0.04466
	Excess 250 kWh	\$0.02755	\$0.01688	\$0.00138	\$0.00330	\$0.04911	\$0.00055	\$0.04966
<b>G2</b>	Customer Charge	\$11.00				\$11.00		\$11.00
	All kW	\$7.05		\$0.24		\$7.29		\$7.29
	All kWh	\$0.00438	\$0.01688	\$0.00046	\$0.00330	\$0.02502	\$0.00055	\$0.02557
<b>G2 - kWh meter</b>	Customer Charge	\$8.40				\$8.40		\$8.40
	All kWh	\$0.03433	\$0.01688	\$0.00138	\$0.00330	\$0.05589	\$0.00055	\$0.05644
<b>G2 - Quick Recovery Water Heat and/or Space Heat</b>	Customer Charge	\$3.75				\$3.75		\$3.75
	All kWh	\$0.02531	\$0.01688	\$0.00138	\$0.00330	\$0.04687	\$0.00055	\$0.04742
<b>G1</b>	Customer Charge	\$108.86	Secondary Voltage			\$108.86		\$108.86
	Customer Charge	\$64.51	Primary Voltage			\$64.51		\$64.51
	All kVA	\$5.70		\$0.34		\$6.04		\$6.04
	All kWh	\$0.00438	\$0.01688	\$0.00041	\$0.00330	\$0.02497	\$0.00055	\$0.02552
<b>ALL GENERAL</b>	Transformer Ownership Credit (kW/kVa)							(\$0.35)
	Voltage Discount at 4,160 Volts or Over (all kW/kVA and kWh)							2.00%
	Voltage Discount at 34,500 Volts or Over (all kW/kVA and kWh)							3.50%

(1) Includes a temporary rate distribution charge of \$0.00438 per kWh.

(2) Includes low-income portion of \$0.00180 per kWh and energy efficiency portion of \$0.00150 per kWh.

\* Authorized by NHPUC Order No. 25,201 in Case No. DE 10-292, dated March 4, 2011

\*\* Authorized by NHPUC Order No. 25,133 in Case No. DE 10-172, dated July 30, 2010

\*\*\* Authorized by NHPUC Order No. 24,903 in Case No. DE 08-097, dated September 30, 2008

Issued: March 11, 2011  
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Treasurer

**SUMMARY OF DELIVERY SERVICE RATES (Includes Electricity Consumption Tax) (continued)**

<u>Class</u>	<u>Distribution Charge*</u> (1)	<u>External Delivery Charge**</u>	<u>Stranded Cost Charge**</u>	<u>System Benefits Charge***</u> (2)	<u>Total Delivery Charges</u>	<u>Electricity Consumption Tax</u>	<u>Effective Delivery Rates (Incl. Electricity Consumption Tax)</u>
<b>OL</b>							
All kWh	\$0.00438	\$0.01688	\$0.00138	\$0.00330	\$0.02594	\$0.00055	\$0.02649

*Luminaire Charges*

<u>Nominal Watts</u>	<u>Lamp Size</u>		<u>Monthly kWh</u>	<u>Description</u>	<u>Price Per Luminaire</u>	
	<u>Lumens (Approx.)</u>				<u>Per Mo.</u>	<u>Per Year</u>
100	3,500	40		Mercury Vapor Street	\$7.90	\$94.80
175	7,000	67		Mercury Vapor Street	\$9.56	\$114.72
250	11,000	95		Mercury Vapor Street	\$10.97	\$131.64
400	20,000	154		Mercury Vapor Street	\$13.26	\$159.12
1,000	60,000	388		Mercury Vapor Street	\$27.34	\$328.08
250	11,000	95		Mercury Vapor Flood	\$11.75	\$141.00
400	20,000	154		Mercury Vapor Flood	\$14.27	\$171.24
1,000	60,000	388		Mercury Vapor Flood	\$24.31	\$291.72
100	3,500	40		Mercury Vapor Power Bracket	\$7.98	\$95.76
175	7,000	67		Mercury Vapor Power Bracket	\$8.96	\$107.52
50	4,000	21		Sodium Vapor Street	\$8.06	\$96.72
100	9,500	43		Sodium Vapor Street	\$9.20	\$110.40
150	16,000	60		Sodium Vapor Street	\$9.24	\$110.88
250	30,000	101		Sodium Vapor Street	\$11.84	\$142.08
400	50,000	161		Sodium Vapor Street	\$15.19	\$182.28
1,000	140,000	398		Sodium Vapor Street	\$26.99	\$323.88
150	16,000	60		Sodium Vapor Flood	\$10.81	\$129.72
250	30,000	101		Sodium Vapor Flood	\$12.93	\$155.16
400	50,000	161		Sodium Vapor Flood	\$14.83	\$177.96
1,000	140,000	398		Sodium Vapor Flood	\$27.23	\$326.76
50	4,000	21		Sodium Vapor Power Bracket	\$7.38	\$88.56
100	9,500	43		Sodium Vapor Power Bracket	\$8.41	\$100.92

(1) Includes a temporary rate distribution charge of \$0.00438 per kWh.

(2) Includes low-income portion of \$0.00180 per kWh and energy efficiency portion of \$0.00150 per kWh.

\* Authorized by NHPUC Order No. 25,201 in Case No. DE 10-292, dated March 4, 2011

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Issued: March 11, 2011  
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 Treasurer

***SUMMARY OF LOW-INCOME  
ELECTRIC ASSISTANCE PROGRAM DISCOUNTS***

**Low-Income Electric Assistance Program (LI-EAP) Discounts for Eligible Customers**

<b><u>Rate D</u></b>				
<b><u>Tier</u></b>	<b><u>Percentage of Federal Poverty Guidelines</u></b>	<b><u>Discount</u></b>	<b><u>Blocks</u></b>	<b><u>LI-EAP Discount(1)</u></b>
1	176 - 185	5%	Customer Charge	(\$0.42)
			First 250 kWh	(\$0.00616)
			Excess 250 kWh	(\$0.00641)
2	151 - 175	7%	Customer Charge	(\$0.59)
			First 250 kWh	(\$0.00862)
			Excess 250 kWh	(\$0.00897)
3	126 - 150	18%	Customer Charge	(\$1.51)
			First 250 kWh	(\$0.02216)
			Excess 250 kWh	(\$0.02306)
4	101 - 125	33%	Customer Charge	(\$2.77)
			First 250 kWh	(\$0.04062)
			Excess 250 kWh	(\$0.04227)
5	76 - 100	48%	Customer Charge	(\$4.03)
			First 250 kWh	(\$0.05909)
			Excess 250 kWh	(\$0.06149)
6	0 - 75	70%	Customer Charge	(\$5.88)
			First 250 kWh	(\$0.08617)
			Excess 250 kWh	(\$0.08967)

(1) Total utility charges from Supplement No. 2, Page 2 (excluding the Electricity Consumption Tax) plus Non-G1 class Fixed Default Service Rate multiplied by the appropriate discount.

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Unitil Energy Systems, Inc.  
Calculation of DER Step Adjustment for Distribution Rates effective April 1, 2011

	Col. 1	Col. 2	Col. 3	Col. 4	Col. 5	Col. 6	Col. 7	Col. 8	Col. 9
	Units	Current Rates	Design Revenue	Expected Book Revenue	DER Step Adjustment	DER Step Adj Chg	DER Step Adj Rev	Total Revenue	Final Proposed Distribution Rates
<b>Residential - D</b>									
Test Year Consumers	738,543	\$8.40	\$6,203,761						\$8.40
First 250 kWh	168,907,373	\$0.02248	\$3,797,038			\$0.00007	\$12,378		\$0.02255
Excess kWh	317,470,845	\$0.02748	<u>\$8,724,099</u>			\$0.00007	<u>\$23,265</u>		\$0.02755
Total Billed Revenue			\$18,724,898				\$35,643		
Booked to Billed Adjustment			1.0002				1.0002		
Expected Book Revenue			\$18,727,895	\$18,727,895	\$35,648		\$35,648	\$18,763,544	
<b>Small General Service - G2 kWh</b>									
Test Year Consumers	7,248	\$8.40	\$60,883						\$8.40
Annual kWh	845,771	\$0.03413	<u>\$28,866</u>			\$0.00020	<u>\$171</u>		\$0.03433
Total Billed Revenue			\$89,749				\$171		
Booked to Billed Adjustment			1.0020				1.0020		
Expected Book Revenue			\$89,929	\$89,929	\$171		\$171	\$90,100	
<b>Small General Service - G2 QR WH /SH</b>									
Test Year Consumers	4,029	\$3.75	\$15,109						\$3.75
Annual kWh	7,478,987	\$0.02526	<u>\$188,919</u>			\$0.00005	<u>\$388</u>		\$0.02531
Total Billed Revenue			\$204,028				\$388		
Booked to Billed Adjustment			1.0020				1.0020		
Expected Book Revenue			\$204,432	\$204,432	\$389		\$389	\$204,821	
<b>Small General Service - G2 Demand</b>									
Test Year Consumers	113,769	\$11.00	\$1,251,454						\$11.00
Demand kW	1,298,686	\$7.03	\$9,129,762			\$0.02	\$22,643		\$7.05
Annual kWh	345,683,528	\$0.00438	<u>\$1,514,094</u>				<u>\$0</u>		\$0.00438
Total Billed Revenue			\$11,895,309				\$22,643		
Booked to Billed Adjustment			0.9994				0.9994		
Expected Book Revenue			\$11,888,316	\$11,888,316	\$22,629		\$22,629	\$11,910,945	
<b>Large General Service - G1</b>									
Test Year Consumers - Secondary	1,370	\$108.86	\$149,094						\$108.86
Test Year Consumers - Primary	452	\$64.51	\$29,189						\$64.51
Demand kVA	996,528	\$5.69	\$5,670,244			\$0.01	\$14,173		\$5.70
Annual kWh	364,679,187	\$0.00438	<u>\$1,597,295</u>				<u>\$0</u>		\$0.00438
Total Billed Revenue			\$7,445,822				\$14,173		
Booked to Billed Adjustment			0.9988				0.9988		
Expected Book Revenue			\$7,436,747	\$7,436,747	\$14,156		\$14,156	\$7,450,902	

Unitil Energy Systems, Inc.  
Calculation of DER Step Adjustment for Distribution Rates effective April 1, 2011

	Col. 1	Col. 2	Col. 3	Col. 4	Col. 5	Col. 6	Col. 7	Col. 8	Col. 9
	Units	Current Rates	Design Revenue	Expected Book Revenue	DER Step Adjustment	DER Step Adj Chg	DER Step Adj Rev	Total Revenue	Final Proposed Distribution Rates
<b>Outdoor Lighting - OL</b>									
100W Mercury Vapor Street	22,928	\$7.88	\$180,673			\$0.02	\$355		\$7.90
175W Mercury Vapor Street	1,337	\$9.54	\$12,755			\$0.02	\$25		\$9.56
250W Mercury Vapor Street	1,522	\$10.95	\$16,666			\$0.02	\$33		\$10.97
400W Mercury Vapor Street	3,944	\$13.23	\$52,179			\$0.03	\$103		\$13.26
1000W Mercury Vapor Street	108	\$27.29	\$2,947			\$0.05	\$6		\$27.34
250W Mercury Vapor Flood	1,195	\$11.73	\$14,017			\$0.02	\$28		\$11.75
400W Mercury Vapor Flood	2,727	\$14.24	\$38,832			\$0.03	\$76		\$14.27
1000W Mercury Vapor Flood	844	\$24.26	\$20,475			\$0.05	\$40		\$24.31
100W Mercury Vapor Power Bracket	7,431	\$7.96	\$59,151			\$0.02	\$116		\$7.98
175W Mercury Vapor Power Bracket	1,199	\$8.94	\$10,719			\$0.02	\$21		\$8.96
50W Sodium Vapor Street	36,953	\$8.04	\$297,102			\$0.02	\$584		\$8.06
100W Sodium Vapor Street	1,031	\$9.18	\$9,465			\$0.02	\$19		\$9.20
150W Sodium Vapor Street	4,321	\$9.22	\$39,840			\$0.02	\$78		\$9.24
250W Sodium Vapor Street	11,439	\$11.82	\$135,209			\$0.02	\$266		\$11.84
400W Sodium Vapor Street	3,227	\$15.16	\$48,921			\$0.03	\$96		\$15.19
1000W Sodium Vapor Street	1,879	\$26.94	\$50,620			\$0.05	\$99		\$26.99
150W Sodium Vapor Flood	2,792	\$10.79	\$30,126			\$0.02	\$59		\$10.81
250W Sodium Vapor Flood	3,069	\$12.90	\$39,590			\$0.03	\$78		\$12.93
400W Sodium Vapor Flood	4,693	\$14.80	\$69,456			\$0.03	\$136		\$14.83
1000W Sodium Vapor Flood	3,470	\$27.18	\$94,315			\$0.05	\$185		\$27.23
50W Sodium Vapor Power Bracket	1,132	\$7.37	\$8,343			\$0.01	\$16		\$7.38
100W Sodium Vapor Power Bracket	643	\$8.39	\$5,395			\$0.02	\$11		\$8.41
Fixture Revenue			\$1,236,796				\$2,430		
Delivery charge	9,206,974	\$0.00438	\$40,327						
Total Billed Revenue			\$1,277,123				\$2,430		
Booked to Billed Adjustment - Fixtures			1.0021				1.0021		
Booked to Billed Adjustment - Delivery			0.9866						
Expected Book Revenue			\$1,279,210	\$1,279,210	\$2,435		\$2,435	\$1,281,645	
Total Expected Booked Revenue				\$39,626,528			\$75,429	\$39,701,957	
DER Step Adjustment				\$75,429					
DER Step Adjustment Percentage				0.19%					

Col. 1: Test year billing determinants in DE 05-178. D-OPWH and G2 OPWh moved to current rate class and transformer discounts omitted from calculation.

Col. 2: Rates effective August 1, 2010

Col. 3: Design revenue = Col.1 times Col. 2

Col. 4: Expected book revenue = design revenue times booked to billed adjustment factor

Col. 5: DER Step adjustment of \$75,429 allocated to each class based on equal percentage (col. 4 times step adjustment percentage of 0.19%)

Col. 6: Step adjustment charge equals class step adjustment divided by billing units

Col. 7: Step adjustment revenue equals column 1 times column 6 times class booked to billed adjustment.

Col. 8: Total class revenue equals column 4 plus column 7.

Col. 9: Final distribution rates equal column 2 plus column 6.

Unitil Energy Systems, Inc.  
Step Adjustment for Distributed Energy Resources Investment - SAU 16  
Revenue Requirement

Attachment 2  
Page 1

Description (1)	Amount (2)	Reference (3)
Net Utility Plant / Rate Base Investment	\$ 202,000.00	Page 2
Pre-Tax Rate of Return	11.29%	Page 3
Return and Related Income Taxes	<u>\$ 22,807.38</u>	
Amortization of Investment	\$ 11,019.96	Page 2
Amortization of Start-up Costs	\$ 36,736.46	Page 4
Allowance for Lost Base Revenues	<u>\$ 4,864.95</u>	Page 5
Total Step Adjustment Revenue Requirement	<u>\$ 75,428.75</u>	

Unitil Energy Systems, Inc.  
Step Adjustment for Distributed Energy Resources Investment - SAU 16  
Statement of Investment

Attachment 2  
Page 2

Installation (1)	Life (YRS) (2)	Invoice Cost (3)	Overhead (4)	Total Investment (5)	Annual Amortization (6)
Micro Combined Heat and Power	15	\$ 54,651	1.0%	\$ 55,198	\$ 3,679.83
Solar PV - Invoice #1	20	\$ 109,922	1.0%	\$ 111,021	\$ 5,551.06
Solar PV - Invoice #2	20	\$ 35,427	1.0%	\$ 35,781	\$ 1,789.06
Total		\$ 200,000		\$ 202,000	\$ 11,019.96

Col. (2) = for amortization purposes  
Col. (4) = general overhead factor  
Col. (5) = Col. (3) \* ( 1 + Col. (4) )  
Col. (6) = Col. (5) / Col. (2)

Unitil Energy Systems, Inc.  
Step Adjustment for Distributed Energy Resources Investment - SAU 16  
Cost of Capital

Attachment 2  
Page 3

Pro Forma 2010 Current Capital Structure (1)	Amount (2)	Percent Total (3)	Cost (4)	After Tax Weighted Cost (5)	Tax Gross-Up (6)	Before Tax Weighted Cost (7)
Common Equity	\$63,496,154	44.18%	9.67%	4.27%	1.6815	7.18%
Preferred Stock Equity	\$225,000	0.16%	6.00%	0.01%	1.6815	0.02%
Long Term Debt	\$80,000,000	55.66%	7.35%	4.09%	1	4.09%
Total	\$143,721,154	100.00%		8.37%		11.29%

Col. (2) = 2009 year-end pro-forma as filed in DE 10-055.  
Col. (3) = Col.(2) divided by the total  
Col. (4) = Last approved ROE. Proposed ROE of 10.7% is pending in DE 10-055.  
Col. (5) = Col. (3) X (4)  
Col. (6) = As filed in DE 10-055.  
Col. (7) = Col. (5) X (6)

Description (1)	Invoice Cost (2)	Proposed Amortization		Annual Cost (4)
		Period (3)		
Consulting Charges	\$183,682	5	\$	36,736.46
Total	\$183,682			\$36,736.46

LIST OF INVOICES:

DATE	VENDOR	PROJECT	AMOUNT
4/8/2010	ENERGY STRATEG	DER Project	\$8,000.00
2/17/2010	ENERGY STRATEG	DER Project	\$12,000.00
1/15/2010	ENERGY STRATEG	DER Project	\$9,597.90
12/9/2009	ENERGY STRATEG	DER Project	\$14,500.00
11/23/2009	ENERGY STRATEG	DER Project	\$5,000.00
10/19/2009	ENERGY STRATEG	DER Project	\$12,922.95
10/7/2009	ENERGY STRATEG	DER Project	\$15,000.00
9/10/2009	ENERGY STRATEG	DER Project	\$11,000.00
7/20/2009	ENERGY STRATEG	DER Project	\$7,681.50
6/9/2009	ENERGY STRATEG	DER Project	\$6,921.80
5/20/2009	ENERGY STRATEG	DER Project	\$6,000.00
4/21/2009	ENERGY STRATEG	DER Project	\$10,000.00
3/10/2009	ENERGY STRATEG	DER Project	\$14,116.50
2/10/2009	ENERGY STRATEG	DER Project	\$15,000.00
1/20/2009	ENERGY STRATEG	DER Project	\$10,372.34
1/20/2009	ENERGY STRATEG	DER Project	\$11,319.32
1/20/2009	ENERGY STRATEG	DER Project	\$14,250.00
TOTAL			\$183,682.31

Unitil Energy Systems, Inc.  
Step Adjustment for Distributed Energy Resources Investment - SAU 16  
Estimated Lost Base Revenue

Attachment 2  
Page 5

Installation Type (1)	Rate Class (2)	Monthly kW Reduction (3)	Coincidence With Peak Demand (4)	kW Savings (5)	Distribution Rate (6)	Monthly Lost Revenue (7)	Annual Lost Revenue (8)
Solar PV	General G1	80.0	50%	40.0	\$ 5.69	\$ 228	\$ 2,731
Micro Combined Heat and Power	General G1	62.5	50%	31.3	\$ 5.69	\$ 178	\$ 2,134
Total						\$ 405	\$ 4,865

Col. (5) = Col. (3) \* Col. (4)

Col. (6) = Distribution rates approved in DE 05-178. G1 rate is per kVA. Calculation assumes 100% power factor.

Col. (7) = Col. (5) \* Col. (6)

Col. (8) = Col. (7) \* 12