

2010 Quarterly Report

CORE NH Program Highlights
(January 1 - March 31, 2010)

NH CORE ENERGY EFFICIENCY PROGRAMS	EXPENSES (\$)		SAVINGS (Lifetime kWh)		NUMBER OF CUSTOMERS	
	Actual + In Process + Prospective	Percent of Budget	Actual + In Process + Prospective	Percent of Budget	Actual + In Process + Prospective	Percent of Budget
RESIDENTIAL (nhsaves@home)						
ENERGY STAR Homes	\$1,015,361	69%	8,491,279	152%	478	94%
NH Home Performance w/Energy Star	\$907,029	44%	6,238,429	80%	447	51%
Home Energy Assistance	\$466,316	17%	11,010,918	45%	735	74%
ENERGY STAR Lighting	\$291,753	24%	30,991,555	38%	148,630	44%
ENERGY STAR Appliances	\$377,512	37%	13,977,068	66%	5,174	37%
TOTAL RESIDENTIAL	\$3,057,972	36%	70,709,249	50%	155,464	44%
COMMERCIAL & INDUSTRIAL (nhsaves@work)						
Small Business Energy Solutions	\$1,062,356	34%	34,488,278	31%	220	38%
Large Business Energy Solutions	\$1,034,952	30%	55,736,055	25%	97	35%
New Construction	\$960,714	38%	32,884,607	32%	45	21%
TOTAL COMMERCIAL & INDUSTRIAL	\$3,058,022	34%	123,108,940	28%	362	34%
TOTAL	\$6,115,994	35%	193,818,189	33%	155,826	44%

nhsaves@home Energy Star Homes	Budget Goal (2010)	Thru 3/31/2010				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$184,309	\$13,227	\$0	\$0	\$13,227	7.2%
NHEC	\$116,499	\$25,269	\$61,776	\$0	\$87,045	74.7%
PSNH	\$945,047	\$206,940	\$526,950	\$162,139	\$896,029	94.8%
Unitil	\$223,000	\$19,060	\$0	\$0	\$19,060	8.5%
Total	\$1,468,855	\$264,496	\$588,726	\$162,139	\$1,015,361	69.1%
Program Participation						
National Grid	69	26	0	0	26	37.7%
NHEC	23	9	22	0	31	134.8%
PSNH	350	97	247	76	420	120.0%
Unitil	67	1	0	0	1	1.5%
Total	509	133	269	76	478	93.9%
Program Savings (Lifetime kWh)						
National Grid	816,237	1,563,684	0	0	1,563,684	191.6%
NHEC	224,867	251,049	613,668	0	864,717	384.5%
PSNH	4,101,556	6,061,697	0	0	6,061,697	147.8%
Unitil	460,744	1,181	0	0	1,181	0.3%
Total	5,603,404	7,877,611	613,668	0	8,491,279	151.5%
Program Savings (Lifetime MMBTU Savings from Oil, Natural Gas, Kerosene, Coal, Wood)						
		Actual	In Process	Prospective	Total	
National Grid		0	0	0	0	
NHEC		9,835	0	0	9,835	
PSNH		46,647	0	0	46,647	
Unitil		28,415	0	0	28,415	
Total		84,897	0	0	84,897	

Actual = Homes that have been completed, incentives paid and are recorded (booked) in utility accounting system
 In Process = Customer has signed a Builder Participation Agreement and are in process of building the home.
 Prospective = Customer/Builder has the Builder Participation Agreement but has not yet signed, but expects to.

Notes:

nhsaves@home NH Home Performance w/E	Budget Goal (2010)	Thru 3/31/2010				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$57,186	\$15,973	\$0	\$0	\$15,973	27.9%
NHEC	\$143,030	\$32,133	\$49,105	\$21,045	\$102,283	71.5%
PSNH	\$1,620,080	\$303,759	\$288,379	\$94,204	\$686,342	42.4%
Unitil	<u>\$234,270</u>	<u>\$102,432</u>	<u>\$0</u>	<u>\$0</u>	<u>\$102,432</u>	<u>43.7%</u>
Total	\$2,054,566	\$454,297	\$337,484	\$115,249	\$907,029	44.1%
Program Participation						
National Grid	66	39	0	0	39	59.1%
NHEC	24	11	11	3	25	104.2%
PSNH	685	158	150	49	357	52.1%
Unitil	<u>97</u>	<u>26</u>	<u>0</u>	<u>0</u>	<u>26</u>	<u>26.8%</u>
Total	872	234	161	52	447	51.3%
Program Savings (Lifetime kWh)						
National Grid	1,196,738	373,500	0	0	373,500	31.2%
NHEC	2,399,615	1,227,765	1,227,765	334,845	2,790,375	116.3%
PSNH	3,298,735	1,541,408	1,463,362	0	3,004,770	91.1%
Unitil	<u>870,035</u>	<u>69,784</u>	<u>0</u>	<u>0</u>	<u>69,784</u>	<u>8.0%</u>
Total	7,765,123	3,212,457	2,691,127	334,845	6,238,429	80.3%
Program Savings (Lifetime MMBTU Savings from Oil, Natural Gas, Kerosene, Coal, Wood)						
National Grid		0	0	0	0	
NHEC		454	0	0	454	
PSNH		78,583	0	0	78,583	
Unitil		<u>1,005</u>	<u>0</u>	<u>0</u>	<u>1,005</u>	
Total		80,042	0	0	80,042	

Actual = Home Weatherization complete, incentives paid and are recorded (booked) in utility accounting system

In Process = Customer/Utility have signed off on the audit and the job is being scheduled.

Prospective = Customer has told the utility they are interested, lead assigned to Contractor.

Notes:

Includes HES Fuel Neutral Pilot Projects for PSNH and Unitil.

nhsaves@home home energy assistance	Budget Goal (2010)	Thru 3/31/2010			Total	Percent of Budget/Goal
		Actual	In Process	Prospective		
Program Expenses (\$)						
National Grid	\$200,859	\$46,329	\$0	\$0	\$46,329	23.1%
NHEC	\$171,354	\$32,301	\$37,212	\$12,404	\$81,917	47.8%
PSNH	\$2,001,201	\$107,144	\$151,558	\$52,198	\$310,901	15.5%
Unitil	\$371,514	\$27,170	\$0	\$0	\$27,170	7.3%
Total	\$2,744,928	\$212,943	\$188,770	\$64,602	\$466,316	17.0%
Program Participation						
National Grid	45	14	0	0	14	31.1%
NHEC	55	22	12	7	41	74.5%
PSNH	816	234	331	114	679	83.2%
Unitil	83	1	0	0	1	1.2%
Total	999	271	343	121	735	73.6%
Program Savings (Lifetime kWh)						
National Grid	1,010,312	412,605	0	0	412,605	40.8%
NHEC	1,092,184	444,500	242,460	141,538	828,498	75.9%
PSNH	11,432,655	3,259,694	4,610,934	1,588,056	9,458,684	82.7%
Unitil	10,762,879	311,130	0	0	311,130	2.9%
Total	24,298,030	4,427,929	4,853,394	1,729,594	11,010,918	45.3%
Program Savings (Lifetime MMBTU Savings from Oil, Natural Gas, Kerosene, Coal, Wood)						
National Grid		0	0	0	0	
NHEC		9,776	0	0	9,776	
PSNH		126,134	0	0	126,134	
* Unitil		16,674	0	0	16,674	
		152,584	0	0	152,584	

Actual = Home Weatherization complete, incentives paid and are recorded (booked) in utility accounting system
 In Process = Customer/Utility have signed off on the audit and the job is being scheduled.
 Prospective = Customer has told the utility they are interested, lead assigned to Contractor.

Notes:

nhsaves@home ENERGY STAR Lighting	Budget Goal (2010)	Thru 3/31/2010				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$54,582	\$7,536	\$0	\$0	\$7,536	13.8%
NHEC	\$93,810	\$4,555	\$0	\$0	\$4,555	4.9%
PSNH	\$859,568	\$88,300	\$42,541	\$123,693	\$254,534	29.6%
Unitil	<u>\$220,000</u>	<u>\$25,128</u>	<u>\$0</u>	<u>\$0</u>	<u>\$25,128</u>	<u>11.4%</u>
Total	\$1,227,960	\$125,519	\$42,541	\$123,693	\$291,753	23.8%
Program Participation						
National Grid	8,933	5,100	0	0	5,100	57.1%
NHEC	18,298	0	0	0	0	0.0%
PSNH	244,483	49,705	23,947	69,628	143,280	58.6%
Unitil	<u>62,498</u>	<u>250</u>	<u>0</u>	<u>0</u>	<u>250</u>	<u>0.4%</u>
Total	334,212	55,055	23,947	69,628	148,630	44.5%
Program Savings (Lifetime kWh)						
National Grid	2,773,390	1,097,414	0	0	1,097,414	39.6%
NHEC	4,373,890	0	0	0	0	0.0%
PSNH	56,436,972	10,415,231	5,024,792	14,390,618	29,830,641	52.9%
Unitil	<u>18,938,241</u>	<u>63,500</u>	<u>0</u>	<u>0</u>	<u>63,500</u>	<u>0.3%</u>
Total	82,522,493	11,576,145	5,024,792	14,390,618	30,991,555	37.6%

Actual = Lighting products purchased, incentives paid and are recorded (booked) in utility accounting system

In Process = Customer received incentive, utility has been billed, but payment has not yet hit the utilities' books.

Prospective = Estimated number of rebates/incentives to be paid over the remaining program period.

(Participant is expressed as number of items rebated.)

Notes:

nhsaves@home ENERGY STAR Appliances	Budget Goal (2010)	Thru 3/31/2010			Total	Percent of Budget/Goal
		Actual	In Process	Prospective		
Program Expenses (\$)						
National Grid	\$59,236	\$15,369	\$0	\$0	\$15,369	25.9%
NHEC	\$96,810	\$4,075	\$0	\$0	\$4,075	4.2%
PSNH	\$630,031	\$109,289	\$106,692	\$97,988	\$313,969	49.8%
Unitil	<u>\$223,003</u>	<u>\$44,099</u>	<u>\$0</u>	<u>\$0</u>	<u>\$44,099</u>	<u>19.8%</u>
Total	\$1,009,080	\$172,832	\$106,692	\$97,988	\$377,512	37.4%
Program Participation						
National Grid	626	199	0	0	199	31.8%
NHEC	816	0	0	0	0	0.0%
PSNH	10,190	1,557	1,520	1,396	4,473	43.9%
Unitil	<u>2,511</u>	<u>502</u>	<u>0</u>	<u>0</u>	<u>502</u>	<u>20.0%</u>
Total	14,143	2,258	1,520	1,396	5,174	36.6%
Program Savings (Lifetime kWh)						
National Grid	1,268,963	0	0	0	0	0.0%
NHEC	1,189,579	0	0	0	0	0.0%
PSNH	14,577,389	4,690,342	3,896,431	4,368,719	12,955,492	88.9%
Unitil	<u>4,249,139</u>	<u>1,021,576</u>	<u>0</u>	<u>0</u>	<u>1,021,576</u>	<u>24.0%</u>
Total	21,285,070	5,711,918	3,896,431	4,368,719	13,977,068	65.7%

Actual = Customer purchased appliance, incentives paid and are recorded (booked) in utility accounting system

In Process = Customer received incentive, utility has been billed, but payment has not yet hit the utilities' books.

Prospective = Estimated number of rebates/incentives to be paid over the remaining program period.

Notes:

nhsaves@work Small Business Energy Sol	Budget Goal (2010)	Thru 3/31/2010				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$228,653	\$29,259	\$0	\$0	\$29,259	12.8%
NHEC	\$95,872	\$34,086	\$6,316	\$132,636	\$173,038	180.5%
PSNH	\$2,313,641	\$364,578	\$281,940	\$170,136	\$816,655	35.3%
Unitil	\$442,374	\$43,404	\$0	\$0	\$43,404	9.8%
Total	\$3,080,540	\$471,327	\$288,256	\$302,772	\$1,062,356	34.5%
Program Participation						
National Grid	27	2	0	0	2	7.4%
NHEC	21	6	2	42	50	238.1%
PSNH	465	75	58	35	168	36.1%
Unitil	63	0	0	0	0	0.0%
Total	576	83	60	77	220	38.2%
Program Savings (Lifetime kWh)						
National Grid	5,136,410	70,500	0	0	70,500	1.4%
NHEC	2,344,784	1,170,932	390,310	0	1,561,242	66.6%
PSNH	84,843,464	13,777,100	13,007,668	6,071,768	32,856,536	38.7%
Unitil	19,633,065	0	0	0	0	0.0%
Total	111,957,723	15,018,532	13,397,978	6,071,768	34,488,278	30.8%

Actual = Work has been completed, incentives paid and are recorded (booked) in utility accounting system

In Process = Customer/Utility have a signed off on the audit and the job is being scheduled.

Prospective = An audit has been done, awaiting customer decision/signature.

Notes:

nhsaves@work Large Business Retrofit	Budget Goal (2010)	Thru 3/31/2010				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$458,910	\$167,129	\$0	\$0	\$167,129	36.4%
NHEC	\$131,127	\$1,488	\$0	\$0	\$1,488	1.1%
PSNH	\$2,366,743	\$94,796	\$344,640	\$410,202	\$849,638	35.9%
Unitil	\$464,987	\$16,697	\$0	\$0	\$16,697	3.6%
Total	\$3,421,767	\$280,110	\$344,640	\$410,202	\$1,034,952	30.2%
Program Participation						
National Grid	27	17	0	0	17	63.0%
NHEC	17	0	0	7	7	41.2%
PSNH	212	1	27	45	73	34.4%
Unitil	19	0	0	0	0	0.0%
Total	275	18	27	52	97	35.3%
Program Savings (Lifetime kWh)						
National Grid	50,325,274	23,297,337	0	0	23,297,337	46.3%
NHEC	5,128,321	0	0	0	0	0.0%
PSNH	146,871,876	444,366	11,997,882	19,996,470	32,438,718	22.1%
Unitil	22,473,855	0	0	0	0	0.0%
Total	224,799,326	23,741,703	11,997,882	19,996,470	55,736,055	24.8%

Actual = Work has been completed, incentives paid and are recorded (booked) in utility accounting system

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

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

Notes:

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

nhsaves@work New Construction	Budget Goal (2010)	Thru 3/31/2010				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$141,500	\$75,611	\$0	\$0	\$75,611	53.4%
NHEC	\$133,332	\$18,340	\$0	\$0	\$18,340	13.8%
PSNH	\$1,933,466	\$153,201	\$358,536	\$307,469	\$819,206	42.4%
Unitil	<u>\$294,545</u>	<u>\$47,558</u>	<u>\$0</u>	<u>\$0</u>	<u>\$47,558</u>	<u>16.1%</u>
Total	\$2,502,843	\$294,709	\$358,536	\$307,469	\$960,714	38.4%
Program Participation						
National Grid	6	6	0	0	6	100.0%
NHEC	19	1	0	2	3	15.8%
PSNH	173	6	16	14	36	20.8%
Unitil	<u>13</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0.0%</u>
Total	211	13	16	16	45	21.3%
Program Savings (Lifetime kWh)						
National Grid	4,587,025	6,219,708	0	0	6,219,708	135.6%
NHEC	13,926,831	611,339	0	0	611,339	4.4%
PSNH	73,725,472	4,342,260	11,579,360	10,131,940	26,053,560	35.3%
Unitil	<u>10,214,550</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0.0%</u>
Total	102,453,878	11,173,307	11,579,360	10,131,940	32,884,607	32.1%

Actual = Work has been completed, incentives paid and are recorded (booked) in utility accounting system

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

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

Notes:

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

Utility Specific Programs		Budget Goal (2010)	Thru 3/31/2010				Percent of Budget/Goal
			Actual	In Process	Prospective	Total	
Program Expenses (\$)							
NGRID	Educational Programs	\$0	\$0	\$0	\$0	\$0	0.0%
NHEC	Educational Programs	\$35,566	\$3,097	\$0	\$0	\$3,097	8.7%
PSNH	Educational Programs	\$157,507	\$22,497	\$37,000	\$0	\$59,497	37.8%
Unitil	Educational Programs	\$40,000	\$4,148	\$0	\$0	\$4,148	10.4%
	Total	\$233,073	\$29,742	\$37,000	\$0	\$66,742	28.6%
NHEC	Load Management	\$100,707	\$26,223	\$0	\$0	\$26,223	26.0%
NHEC	Smart Start Program	\$8,372	\$21	\$0	\$0	\$21	0.3%
NHEC	High Efficiency Heat Pump Pgm	\$97,482	\$5,767	\$25,550	\$0	\$31,317	32.1%
PSNH	Smart Start Program	\$50,000	\$2,012	\$0	\$0	\$2,012	4.0%
PSNH	ES Homes - Geothermal	\$360,018	\$119,719	\$54,871	\$84,801	\$259,391	72.0%
PSNH	HEA - HEATSMART	\$0	\$0	\$0	\$0	\$0	0.0%
PSNH	C&I Customer Partnerships	\$30,000	\$7,397	\$0	\$0	\$7,397	24.7%
PSNH	C&I RFP Pilot Program	\$507,859	\$5,194	\$477,335	\$0	\$482,529	95.0%
Unitil	EE Website & Home Energy Au	\$44,500	\$14,040	\$0	\$0	\$14,040	31.6%
Unitil	ISO-Related Expenses	\$14,000	\$823	\$0	\$0	\$823	5.9%
	Total	\$1,212,938	\$181,196	\$557,756	\$84,801	\$823,753	67.9%
						\$890,495	
Program Participation							
NGRID	Educational Programs	0	0	0	0	0	0.0%
NHEC	Educational Programs	0	0	0	0	0	0.0%
PSNH	Educational Programs	0	0	0	0	0	0.0%
Unitil	Educational Programs	0	0	0	0	0	0.0%
	Total	0	0	0	0	0	0.0%
NHEC	Load Management	0	0	0	0	0	0.0%
NHEC	Smart Start Program	0	0	0	0	0	0.0%
NHEC	High Efficiency Heat Pump Pgm	10	1	7	0	8	80.0%
PSNH	Smart Start Program	0	2	6	6	14	0.0%
PSNH	ES Homes - Geothermal	48	24	11	17	52	108.3%
PSNH	HEA - HEATSMART	0	0	0	0	0	0.0%
PSNH	C&I Customer Partnerships	3	1	0	0	1	33.3%
PSNH	C&I RFP Pilot Program	0	0	2	0	2	0.0%
Unitil	EE Website & Home Energy Au	0	0	0	0	0	0.0%
	Total	61	28	26	23	77	126.2%
Program Savings (Lifetime kWh)							
NHEC	Load Management	0	0	0	0	0	0.0%
NHEC	Smart Start Program	0	0	0	0	0	0.0%
NHEC	High Efficiency Heat Pump Pgm	6,048,862	1,708,380	0	0	1,708,380	28.2%
PSNH	Smart Start Program	0	0	0	0	0	0.0%
PSNH	ES Homes - Geothermal	20,590,605	16,406,400	7,519,600	11,621,200	35,547,200	172.6%
PSNH	HEA - HEATSMART	0	0	0	0	0	0.0%
PSNH	C&I Customer Partnerships	0	0	0	0	0	0.0%
PSNH	C&I RFP Pilot Program	27,144,006	0	26,806,836	0	26,806,836	98.8%
Unitil	EE Website & Home Energy Au	0	0	0	0	0	0.0%
	Total	53,783,473	18,114,780	34,326,436	11,621,200	64,062,416	119.1%

Notes