

2010 Quarterly Report

CORE NH Program Highlights
(January 1 - June 30, 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	\$1,388,658	95%	23,654,154	422%	519	102%
NH Home Performance w/Energy Star	\$1,381,334	67%	10,684,539	138%	1,409	162%
Home Energy Assistance	\$2,613,702	95%	24,217,640	100%	1,085	109%
ENERGY STAR Lighting	\$649,987	53%	60,772,649	74%	262,291	78%
ENERGY STAR Appliances	\$640,180	63%	23,060,277	108%	9,381	66%
TOTAL RESIDENTIAL	\$6,673,861	78%	142,389,259	101%	274,685	78%
COMMERCIAL & INDUSTRIAL (nhsaves@work)						
Small Business Energy Solutions	\$2,347,227	76%	74,913,235	67%	597	104%
Large Business Energy Solutions	\$2,581,749	75%	177,287,208	79%	181	66%
New Construction	\$1,584,903	63%	74,969,832	73%	98	46%
TOTAL COMMERCIAL & INDUSTRIAL	\$6,513,879	72%	327,170,276	74%	876	82%
TOTAL	\$13,187,740	75%	469,559,535	81%	275,561	78%

nhsaves@home Energy Star Homes	Budget Goal (2010)	Thru 6/30/2010				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$184,309	\$136,776	\$0	\$0	\$136,776	74.2%
NHEC	\$116,499	\$47,883	\$45,900	\$0	\$93,783	80.5%
PSNH	\$945,047	\$500,266	\$166,600	\$268,150	\$935,016	98.9%
Unitil	\$223,000	\$47,083	\$176,000	\$0	\$223,083	100.0%
Total	\$1,468,855	\$732,008	\$388,500	\$268,150	\$1,388,658	94.5%
Program Participation						
National Grid	69	64	0	0	64	92.8%
NHEC	23	14	17	11	42	182.6%
PSNH	350	206	120	50	376	107.4%
Unitil	<u>67</u>	<u>6</u>	<u>31</u>	<u>0</u>	<u>37</u>	<u>55.2%</u>
Total	509	290	168	61	519	102.0%
Program Savings (Lifetime kWh)						
National Grid	816,237	4,009,691	0	0	4,009,691	491.2%
NHEC	224,867	419,208	0	0	419,208	186.4%
PSNH	4,101,556	16,764,358	1,523,000	432,000	18,719,358	456.4%
Unitil	<u>460,744</u>	<u>205,897</u>	<u>300,000</u>	<u>0</u>	<u>505,897</u>	<u>109.8%</u>
Total	5,603,404	21,399,154	1,823,000	432,000	23,654,154	422.1%
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		0	0	0	0	
Unitil		<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	
Total		9,835	0	0	9,835	

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 6/30/2010				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$57,186	\$42,905	\$0	\$0	\$42,905	75.0%
NHEC	\$143,030	\$50,558	\$30,163	\$1,699	\$82,420	57.6%
PSNH	\$1,620,080	\$689,261	\$176,500	\$153,600	\$1,019,361	62.9%
Unitil	\$234,270	\$196,648	\$40,000	\$0	\$236,648	101.0%
Total	\$2,054,566	\$979,372	\$246,663	\$155,299	\$1,381,334	67.2%
Program Participation						
National Grid	66	39	0	0	39	59.1%
NHEC	24	18	6	1	25	104.2%
PSNH	685	272	387	643	1302	190.1%
Unitil	97	33	10	0	43	44.3%
Total	872	362	403	644	1,409	161.6%
Program Savings (Lifetime kWh)						
National Grid	1,196,738	1,875,352	0	0	1,875,352	156.7%
NHEC	2,399,615	1,796,955	598,986	99,831	2,495,772	104.0%
PSNH	3,298,735	3,041,734	1,337,173	1,829,955	6,208,862	188.2%
Unitil	870,035	79,553	25,000	0	104,553	12.0%
Total	7,765,123	6,793,594	1,961,159	1,929,786	10,684,539	137.6%
Program Savings (Lifetime MMBTU Savings from Oil, Natural Gas, Kerosene, Coal, Wood)						
National Grid		0	0	0	0	
NHEC		1,407	0	0	1,407	
PSNH		145,922	0	0	145,922	
Unitil		0	0	0	0	
Total		147,329	0	0	147,329	

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 6/30/2010				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$200,859	\$77,498	\$0	\$0	\$77,498	38.6%
NHEC	\$171,354	\$85,150	\$56,822	\$12,744	\$154,716	90.3%
PSNH	\$2,001,201	\$967,004	\$903,314	\$139,656	\$2,009,974	100.4%
Unitil	\$371,514	\$179,284	\$150,000	\$42,230	\$371,514	100.0%
Total	\$2,744,928	\$1,308,936	\$1,110,136	\$194,630	\$2,613,702	95.2%
Program Participation						
National Grid	45	26	0	0	26	57.8%
NHEC	55	40	20	9	69	125.5%
PSNH	816	447	406	53	906	111.0%
Unitil	83	32	37	15	84	101.2%
Total	999	545	463	77	1,085	108.6%
Program Savings (Lifetime kWh)						
National Grid	1,010,312	663,005	0	0	663,005	65.6%
NHEC	1,092,184	759,810	379,900	170,955	1,310,665	120.0%
PSNH	11,432,655	6,559,010	5,957,441	777,692	13,294,143	116.3%
Unitil	10,762,879	7,949,827	700,000	300,000	8,949,827	83.2%
Total	24,298,030	15,931,652	7,037,341	1,248,647	24,217,640	99.7%
Program Savings (Lifetime MMBTU Savings from Oil, Natural Gas, Kerosene, Coal, Wood)						
National Grid		0	0	0	0	
NHEC		15,500	4,299	0	19,799	
PSNH		252,204	0	0	252,204	
* Unitil		0	0	0	0	
		267,704	4,299	0	272,003	

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 6/30/2010				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$54,582	\$21,268	\$0	\$0	\$21,268	39.0%
NHEC	\$93,810	\$13,149	\$6,527	\$0	\$19,676	21.0%
PSNH	\$859,568	\$347,587	\$15,514	\$25,943	\$389,043	45.3%
Unitil	<u>\$220,000</u>	<u>\$54,762</u>	<u>\$50,000</u>	<u>\$115,238</u>	<u>\$220,000</u>	<u>100.0%</u>
Total	\$1,227,960	\$436,766	\$72,041	\$141,181	\$649,987	52.9%
Program Participation						
National Grid	8,933	9,970	0	0	9,970	111.6%
NHEC	18,298	1,566	2,126	0	3,692	20.2%
PSNH	244,483	166,741	7,442	12,445	186,628	76.3%
Unitil	<u>62,498</u>	<u>1</u>	<u>25,000</u>	<u>37,000</u>	<u>62,001</u>	<u>99.2%</u>
Total	334,212	178,278	34,568	49,445	262,291	78.5%
Program Savings (Lifetime kWh)						
National Grid	2,773,390	2,227,187	0	0	2,227,187	80.3%
NHEC	4,373,890	448,679	558,385	0	1,007,064	23.0%
PSNH	56,436,972	34,962,772	1,599,798	2,562,328	39,124,898	69.3%
Unitil	<u>18,938,241</u>	<u>63,500</u>	<u>6,350,000</u>	<u>12,000,000</u>	<u>18,413,500</u>	<u>97.2%</u>
Total	82,522,493	37,702,138	8,508,183	14,562,328	60,772,649	73.6%

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 6/30/2010			Total	Percent of Budget/Goal
		Actual	In Process	Prospective		
Program Expenses (\$)						
National Grid	\$59,236	\$22,127	\$0	\$0	\$22,127	37.4%
NHEC	\$96,810	\$16,080	\$21,237	\$0	\$37,317	38.5%
PSNH	\$630,031	\$275,710	\$47,559	\$34,464	\$357,733	56.8%
Unitil	<u>\$223,003</u>	<u>\$76,546</u>	<u>\$50,000</u>	<u>\$96,457</u>	<u>\$223,003</u>	<u>100.0%</u>
Total	\$1,009,080	\$390,463	\$118,796	\$130,921	\$640,180	63.4%
Program Participation						
National Grid	626	338	0	0	338	54.0%
NHEC	816	102	133	0	235	28.8%
PSNH	10,190	5,032	868	629	6,529	64.1%
Unitil	<u>2,511</u>	<u>779</u>	<u>500</u>	<u>1,000</u>	<u>2,279</u>	<u>90.8%</u>
Total	14,143	6,251	1,501	1,629	9,381	66.3%
Program Savings (Lifetime kWh)						
National Grid	1,268,963	5,382	0	0	5,382	0.4%
NHEC	1,189,579	180,987	206,369	0	387,356	32.6%
PSNH	14,577,389	14,645,560	2,094,045	1,963,826	18,703,431	128.3%
Unitil	<u>4,249,139</u>	<u>1,564,108</u>	<u>800,000</u>	<u>1,600,000</u>	<u>3,964,108</u>	<u>93.3%</u>
Total	21,285,070	16,396,037	3,100,414	3,563,826	23,060,277	108.3%

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 6/30/2010				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$228,653	\$97,687	\$0	\$0	\$97,687	42.7%
NHEC	\$95,872	\$61,326	\$13,901	\$37,274	\$112,501	117.3%
PSNH	\$2,313,641	\$848,902	\$328,779	\$851,404	\$2,029,085	87.7%
Unitil	\$442,374	\$69,403	\$38,551	\$0	\$107,954	24.4%
Total	\$3,080,540	\$1,077,318	\$381,231	\$888,678	\$2,347,227	76.2%
Program Participation						
National Grid	27	4	0	0	4	14.8%
NHEC	21	2	4	8	14	66.7%
PSNH	465	191	67	313	571	122.8%
Unitil	63	1	7	0	8	12.7%
Total	576	198	78	321	597	103.6%
Program Savings (Lifetime kWh)						
National Grid	5,136,410	433,991	0	0	433,991	8.4%
NHEC	2,344,784	9,946	0	0	9,946	0.4%
PSNH	84,843,464	33,128,750	10,308,201	29,185,190	72,622,141	85.6%
Unitil	19,633,065	106,171	1,740,986	0	1,847,157	9.4%
Total	111,957,723	33,678,858	12,049,187	29,185,190	74,913,235	66.9%

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 6/30/2010				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$458,910	\$289,308	\$0	\$0	\$289,308	63.0%
NHEC	\$131,127	\$7,073	\$3,434	\$82,500	\$93,007	70.9%
PSNH	\$2,366,743	\$639,673	\$733,392	\$733,510	\$2,106,575	89.0%
Unitil	\$464,987	\$37,059	\$50,800	\$5,000	\$92,859	20.0%
Total	\$3,421,767	\$973,113	\$787,626	\$821,010	\$2,581,749	75.5%
Program Participation						
National Grid	27	26	0	0	26	96.3%
NHEC	17	1	1	6	8	47.1%
PSNH	212	31	44	66	141	66.5%
Unitil	19	0	5	1	6	31.6%
Total	275	58	50	73	181	65.8%
Program Savings (Lifetime kWh)						
National Grid	50,325,274	28,534,761	0	0	28,534,761	56.7%
NHEC	5,128,321	18,174	220,805	0	238,979	4.7%
PSNH	146,871,876	38,357,084	39,442,313	66,663,470	144,462,868	98.4%
Unitil	22,473,855	0	3,954,600	96,000	4,050,600	18.0%
Total	224,799,326	66,910,020	43,617,718	66,759,470	177,287,208	78.9%

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 6/30/2010				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$141,500	\$162,244	\$0	\$0	\$162,244	114.7%
NHEC	\$133,332	\$1,756	\$18,975	\$45,000	\$65,731	49.3%
PSNH	\$1,933,466	\$513,141	\$412,171	\$325,107	\$1,250,419	64.7%
Unitil	<u>\$294,545</u>	<u>\$58,509</u>	<u>\$48,000</u>	<u>\$0</u>	<u>\$106,509</u>	<u>36.2%</u>
Total	\$2,502,843	\$735,650	\$479,146	\$370,107	\$1,584,903	63.3%
Program Participation						
National Grid	6	12	0	0	12	200.0%
NHEC	19	0	5	3	8	42.1%
PSNH	173	24	26	26	76	43.9%
Unitil	<u>13</u>	<u>0</u>	<u>2</u>	<u>0</u>	<u>2</u>	<u>15.4%</u>
Total	211	36	33	29	98	46.4%
Program Savings (Lifetime kWh)						
National Grid	4,587,025	10,033,651	0	0	10,033,651	218.7%
NHEC	13,926,831	0	20,100	0	20,100	0.1%
PSNH	73,725,472	24,684,026	21,741,028	16,741,028	63,166,081	85.7%
Unitil	<u>10,214,550</u>	<u>0</u>	<u>1,750,000</u>	<u>0</u>	<u>1,750,000</u>	<u>17.1%</u>
Total	102,453,878	34,717,677	23,511,128	16,741,028	74,969,832	73.2%

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 6/30/2010				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	\$5,380	\$0	\$0	\$5,380	15.1%
PSNH	Educational Programs	\$157,507	\$27,553	\$87,000	\$10,000	\$124,553	79.1%
Unitil	Educational Programs	\$40,000	\$4,148	\$0	\$0	\$4,148	10.4%
	Total	\$233,073	\$37,081	\$87,000	\$10,000	\$134,081	57.5%
NHEC	Load Management	\$100,707	\$53,298	\$0	\$0	\$53,298	52.9%
NHEC	Smart Start Program	\$8,372	\$883	\$0	\$0	\$883	10.5%
NHEC	High Efficiency Heat Pump Pgm	\$97,482	\$8,257	\$8,000	\$40,000	\$56,257	57.7%
PSNH	Smart Start Program	\$50,000	\$4,139	\$0	\$0	\$4,139	8.3%
PSNH	ES Homes - Geothermal	\$360,018	\$178,409	\$125,450	\$18,960	\$322,819	89.7%
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	\$33,915	\$420,411	\$0	\$454,326	89.5%
Unitil	EE Website & Home Energy Au	\$44,500	\$14,040	\$0	\$0	\$14,040	31.6%
Unitil	ISO-Related Expenses	\$14,000	\$3,687	\$0	\$0	\$3,687	26.3%
	Total	\$1,212,938	\$304,025	\$553,861	\$58,960	\$916,846	75.6%
						\$1,050,927	
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	2	5	8	80.0%
PSNH	Smart Start Program	0	8	14	17	39	0.0%
PSNH	ES Homes - Geothermal	48	25	15	10	50	104.2%
PSNH	HEA - HEATSMART	0	0	0	0	0	0.0%
PSNH	C&I Customer Partnerships	3	0	0	0	0	0.0%
PSNH	C&I RFP Pilot Program	0	0	3	0	3	0.0%
Unitil	EE Website & Home Energy Au	0	0	0	0	0	0.0%
	Total	61	34	34	32	100	163.9%
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	216,275	0	0	216,275	3.6%
PSNH	Smart Start Program	0	0	0	0	0	0.0%
PSNH	ES Homes - Geothermal	20,590,605	17,013,325	9,586,342	2,125,302	28,724,969	139.5%
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	20,432,862	0	20,432,862	75.3%
Unitil	EE Website & Home Energy Au	0	0	0	0	0	0.0%
	Total	53,783,473	17,229,600	30,019,204	2,125,302	49,374,106	91.8%

Notes