

2013 Quarterly Report  
As of December 31, 2013  
**CORE NH Program Highlights**

| NH CORE ENERGY EFFICIENCY PROGRAMS                | EXPENSES (\$)                     |                   | SAVINGS (Lifetime kWh)            |                   | SAVINGS (Lifetime Gas Pgm MMBTU)  |                   | NUMBER OF CUSTOMERS               |                   |
|---|-----------------------------------|-------------------|-----------------------------------|-------------------|-----------------------------------|-------------------|-----------------------------------|-------------------|
|   | Actual + In Process + Prospective | Percent of Budget | Actual + In Process + Prospective | Percent of Budget | Actual + In Process + Prospective | Percent of Budget | Actual + In Process + Prospective | Percent of Budget |
| <b>RESIDENTIAL (nhsaves@home)</b>                 |                                   |                   |                                   |                   |                                   |                   |                                   |                   |
| ENERGY STAR Homes                                 | \$1,260,330                       | 82%               | 35,070,100                        | 155%              | 18,127                            | 46%               | 513                               | 103%              |
| NH Home Performance w/Energy Star                 | \$2,930,481                       | 100%              | 5,802,298                         | 102%              | 396,471                           | 98%               | 1,323                             | 70%               |
| Home Energy Assistance                            | \$5,459,954                       | 103%              | 12,588,319                        | 108%              | 184,895                           | 133%              | 1,175                             | 111%              |
| ENERGY STAR Lighting                              | \$1,399,926                       | 109%              | 48,745,221                        | 155%              |                                   |                   | 354,156                           | 110%              |
| ENERGY STAR Appliances                            | \$4,074,375                       | 106%              | 22,033,347                        | 55%               | 237,468                           | 94%               | 27,145                            | 110%              |
| <b>TOTAL RESIDENTIAL</b>                          | <b>\$15,125,066</b>               | <b>101%</b>       | <b>124,239,285</b>                | <b>111%</b>       | <b>836,960</b>                    | <b>100%</b>       | <b>384,312</b>                    | <b>110%</b>       |
| <b>COMMERCIAL &amp; INDUSTRIAL (nhsaves@work)</b> |                                   |                   |                                   |                   |                                   |                   |                                   |                   |
| Small Business Energy Solutions                   | \$5,359,682                       | 89%               | 201,111,027                       | 134%              | 462,915                           | 104%              | 1,478                             | 63%               |
| Large Business Energy Solutions                   | \$7,484,347                       | 89%               | 356,024,345                       | 129%              | 792,567                           | 150%              | 555                               | 81%               |
| <b>TOTAL COMMERCIAL &amp; INDUSTRIAL</b>          | <b>\$12,844,029</b>               | <b>87%</b>        | <b>557,135,372</b>                | <b>131%</b>       | <b>1,255,482</b>                  | <b>129%</b>       | <b>2,033</b>                      | <b>67%</b>        |
| <b>TOTAL</b>                                      | <b>\$27,969,095</b>               | <b>94%</b>        | <b>681,374,658</b>                | <b>127%</b>       | <b>2,092,442</b>                  | <b>116%</b>       | <b>386,345</b>                    | <b>109%</b>       |

| nhsaves@home<br>Energy Star Homes | Budget Goal<br>(2013) | Thru 12/31/2013    |            |             | Total              | Percent of<br>Budget/Goal |
|-----------------------------------|-----------------------|--------------------|------------|-------------|--------------------|---------------------------|
|                                   |                       | Actual             | In Process | Prospective |                    |                           |
| <b>Program Expenses (\$)</b>      |                       |                    |            |             |                    |                           |
| LU                                | \$123,591             | \$97,743           | \$0        | \$0         | \$97,743           | 79.1%                     |
| NHEC                              | \$161,699             | \$72,165           | \$0        | \$0         | \$72,165           | 44.6%                     |
| PSNH                              | \$892,277             | \$919,603          | \$0        | \$0         | \$919,603          | 103.1%                    |
| Unitil                            | \$190,000             | \$55,080           | \$0        | \$0         | \$55,080           | 29.0%                     |
| LU Gas                            | \$90,000              | \$32,491           | \$0        | \$0         | \$32,491           | 36.1%                     |
| Unitil Gas                        | <u>\$80,000</u>       | <u>\$83,248</u>    | <u>\$0</u> | <u>\$0</u>  | <u>\$83,248</u>    | <u>104.1%</u>             |
| <b>Total</b>                      | <b>\$1,537,567</b>    | <b>\$1,260,330</b> | <b>\$0</b> | <b>\$0</b>  | <b>\$1,260,330</b> | <b>82.0%</b>              |
| <b>Program Participation</b>      |                       |                    |            |             |                    |                           |
| LU                                | 41                    | 60                 | 0          | 0           | 60                 | 146.3%                    |
| NHEC                              | 43                    | 8                  | 0          | 0           | 8                  | 18.6%                     |
| PSNH                              | 312                   | 433                | 0          | 0           | 433                | 138.8%                    |
| Unitil                            | 47                    | 2                  | 0          | 0           | 2                  | 4.3%                      |
| LU Gas                            | 37                    | 2                  | 0          | 0           | 2                  | 5.4%                      |
| Unitil Gas                        | <u>16</u>             | <u>8</u>           | <u>0</u>   | <u>0</u>    | <u>8</u>           | <u>50.0%</u>              |
| <b>Total</b>                      | <b>496</b>            | <b>513</b>         | <b>0</b>   | <b>0</b>    | <b>513</b>         | <b>103.4%</b>             |
| <b>Annual kWh Savings</b>         |                       |                    |            |             |                    |                           |
| LU                                | 26,543                | 78,267             | 0          | 0           | 78,267             | 294.9%                    |
| NHEC                              | 40,162                | 16,474             | 0          | 0           | 16,474             | 41.0%                     |
| PSNH                              | 497,397               | 1,559,852          | 0          | 0           | 1,559,852          | 313.6%                    |
| Unitil                            | 450,985               | 51,717             | 0          | 0           | 51,717             | 11.5%                     |
| LU Gas                            | 0                     | 0                  | 0          | 0           | 0                  | 0.0%                      |
| Unitil Gas                        | <u>7,191</u>          | <u>17,320</u>      | <u>0</u>   | <u>0</u>    | <u>17,320</u>      | <u>240.9%</u>             |
| <b>Total</b>                      | <b>1,022,278</b>      | <b>1,723,630</b>   | <b>0</b>   | <b>0</b>    | <b>1,723,630</b>   | <b>168.6%</b>             |
| <b>Lifetime kWh Savings</b>       |                       |                    |            |             |                    |                           |
| LU                                | 510,094               | 1,346,110          | 0          | 0           | 1,346,110          | 263.9%                    |
| NHEC                              | 796,573               | 361,614            | 0          | 0           | 361,614            | 45.4%                     |
| PSNH                              | 10,586,608            | 31,773,921         | 0          | 0           | 31,773,921         | 300.1%                    |
| Unitil                            | 10,639,499            | 1,248,528          | 0          | 0           | 1,248,528          | 11.7%                     |
| LU Gas                            | 0                     | 0                  | 0          | 0           | 0                  | 0.0%                      |
| Unitil Gas                        | <u>132,872</u>        | <u>339,927</u>     | <u>0</u>   | <u>0</u>    | <u>339,927</u>     | <u>255.8%</u>             |
| <b>Total</b>                      | <b>22,665,646</b>     | <b>35,070,100</b>  | <b>0</b>   | <b>0</b>    | <b>35,070,100</b>  | <b>154.7%</b>             |
| <b>Annual MMBTU Savings</b>       |                       |                    |            |             |                    |                           |
| LU                                | 678                   | 1,496              | 0          | 0           | 1,496              | 220.7%                    |
| NHEC                              | 1,890                 | 450                | 0          | 0           | 450                | 23.8%                     |
| PSNH                              | 8,388                 | 6,857              | 0          | 0           | 6,857              | 81.7%                     |
| Unitil                            | 2,357                 | 6                  | 0          | 0           | 6                  | 0.3%                      |
| LU Gas                            | 995                   | 129                | 0          | 0           | 129                | 13.0%                     |
| Unitil Gas                        | <u>592</u>            | <u>669</u>         | <u>0</u>   | <u>0</u>    | <u>669</u>         | <u>113.0%</u>             |
| <b>Total</b>                      | <b>14,900</b>         | <b>9,607</b>       | <b>0</b>   | <b>0</b>    | <b>9,607</b>       | <b>64.5%</b>              |
| <b>Lifetime MMBTU Savings</b>     |                       |                    |            |             |                    |                           |
| LU                                | 16,825                | 37,020             | 0          | 0           | 37,020             | 220.0%                    |
| NHEC                              | 47,242                | 11,252             | 0          | 0           | 11,252             | 23.8%                     |
| PSNH                              | 208,596               | 158,291            | 0          | 0           | 158,291            | 75.9%                     |
| Unitil                            | 56,294                | 63                 | 0          | 0           | 63                 | 0.1%                      |
| LU Gas                            | 24,875                | 2,645              | 0          | 0           | 2,645              | 10.6%                     |
| Unitil Gas                        | <u>14,202</u>         | <u>15,482</u>      | <u>0</u>   | <u>0</u>    | <u>15,482</u>      | <u>109.0%</u>             |
| <b>Total</b>                      | <b>368,034</b>        | <b>224,752</b>     | <b>0</b>   | <b>0</b>    | <b>224,752</b>     | <b>61.1%</b>              |

| <b>"Fossil" Fuel Savings by Fuel Type (from Electric Programs)</b> |                       |                    |                    |                      |                     |                       |
|--|-----------------------|--------------------|--------------------|----------------------|---------------------|-----------------------|
|  | <u>Liberty Annual</u> | <u>NHEC Annual</u> | <u>PSNH Annual</u> | <u>Unitil Annual</u> | <u>Total Annual</u> | <u>Total Lifetime</u> |
| <b>Fuel Type</b>   | <b>Savings</b>        | <b>Savings</b>     | <b>Savings</b>     | <b>Savings</b>       | <b>Savings</b>      | <b>Savings</b>        |
| Oil  | 0                     | 219                | 49                 | 6                    | 274                 | 6,776                 |
| NG   | 933                   | 0                  | 1,612              | 0                    | 2,545               | 58,874                |
| LP   | 563                   | 111                | 5,034              | 0                    | 5,708               | 134,740               |
| Kerosene   | 0                     | 0                  | 0                  | 0                    | 0                   | 0                     |
| Wood   | 0                     | 120                | 162                | 0                    | 282                 | 6,236                 |
| Wood Pellets   | 0                     | 0                  | 0                  | 0                    | 0                   | 0                     |
| Other  | 0                     | 0                  | 0                  | 0                    | 0                   | 0                     |

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<br>NH Home Performance w/E                                     | Budget Goal<br>(2013) | Thru 12/31/2013    |            |             | Total              | Percent of<br>Budget/Goal |
|---|-----------------------|--------------------|------------|-------------|--------------------|---------------------------|
|   |                       | Actual             | In Process | Prospective |                    |                           |
| <b>Program Expenses (\$)</b>  |                       |                    |            |             |                    |                           |
| LU  | \$145,719             | \$88,895           | \$0        | \$0         | \$88,895           | 61.0%                     |
| NHEC  | \$224,583             | \$219,705          | \$0        | \$0         | \$219,705          | 97.8%                     |
| PSNH  | \$1,524,497           | \$1,711,086        | \$0        | \$0         | \$1,711,086        | 112.2%                    |
| Unitil  | \$211,011             | \$195,481          | \$0        | \$0         | \$195,481          | 92.6%                     |
| LU Gas  | \$730,000             | \$638,910          | \$0        | \$0         | \$638,910          | 87.5%                     |
| Unitil Gas  | <u>\$108,000</u>      | <u>\$76,403</u>    | <u>\$0</u> | <u>\$0</u>  | <u>\$76,403</u>    | <u>70.7%</u>              |
| <b>Total</b>  | <b>\$2,943,810</b>    | <b>\$2,930,481</b> | <b>\$0</b> | <b>\$0</b>  | <b>\$2,930,481</b> | <b>99.5%</b>              |
| <b>Program Participation</b>  |                       |                    |            |             |                    |                           |
| LU  | 108                   | 25                 | 0          | 0           | 25                 | 23.1%                     |
| NHEC  | 88                    | 54                 | 0          | 0           | 54                 | 61.4%                     |
| PSNH  | 1,050                 | 519                | 0          | 0           | 519                | 49.4%                     |
| Unitil  | 47                    | 43                 | 0          | 0           | 43                 | 91.5%                     |
| LU Gas  | 568                   | 671                | 0          | 0           | 671                | 118.1%                    |
| Unitil Gas  | <u>24</u>             | <u>11</u>          | <u>0</u>   | <u>0</u>    | <u>11</u>          | <u>45.8%</u>              |
| <b>Total</b>  | <b>1,885</b>          | <b>1,323</b>       | <b>0</b>   | <b>0</b>    | <b>1,323</b>       | <b>70.2%</b>              |
| <b>Annual kWh Savings</b>   |                       |                    |            |             |                    |                           |
| LU  | 17,459                | 62,324             | 0          | 0           | 62,324             | 357.0%                    |
| NHEC  | 44,913                | 57,462             | 0          | 0           | 57,462             | 127.9%                    |
| PSNH  | 443,696               | 283,347            | 0          | 0           | 283,347            | 63.9%                     |
| Unitil  | 24,964                | 21,675             | 0          | 0           | 21,675             | 86.8%                     |
| LU Gas  | 0                     | 0                  | 0          | 0           | 0                  | 0.0%                      |
| Unitil Gas  | <u>0</u>              | <u>0</u>           | <u>0</u>   | <u>0</u>    | <u>0</u>           | <u>0.0%</u>               |
| <b>Total</b>  | <b>531,032</b>        | <b>424,808</b>     | <b>0</b>   | <b>0</b>    | <b>424,808</b>     | <b>80.0%</b>              |
| <b>Lifetime kWh Savings</b>   |                       |                    |            |             |                    |                           |
| LU  | 182,554               | 1,088,532          | 0          | 0           | 1,088,532          | 596.3%                    |
| NHEC  | 470,060               | 826,289            | 0          | 0           | 826,289            | 175.8%                    |
| PSNH  | 4,576,774             | 3,600,115          | 0          | 0           | 3,600,115          | 78.7%                     |
| Unitil  | 480,570               | 287,362            | 0          | 0           | 287,362            | 59.8%                     |
| LU Gas  | 0                     | 0                  | 0          | 0           | 0                  | 0.0%                      |
| Unitil Gas  | <u>0</u>              | <u>0</u>           | <u>0</u>   | <u>0</u>    | <u>0</u>           | <u>0.0%</u>               |
| <b>Total</b>  | <b>5,709,958</b>      | <b>5,802,298</b>   | <b>0</b>   | <b>0</b>    | <b>5,802,298</b>   | <b>101.6%</b>             |
| <b>Annual MMBTU Savings</b>   |                       |                    |            |             |                    |                           |
| LU  | 886                   | 315                | 0          | 0           | 315                | 35.6%                     |
| NHEC  | 1,647                 | 1,591              | 0          | 0           | 1,591              | 96.6%                     |
| PSNH  | 12,400                | 13,585             | 0          | 0           | 13,585             | 109.6%                    |
| Unitil  | 1,283                 | 1,525              | 0          | 0           | 1,525              | 118.9%                    |
| LU Gas  | 18,709                | 23,405             | 0          | 0           | 23,405             | 125.1%                    |
| Unitil Gas  | <u>1,323</u>          | <u>357</u>         | <u>0</u>   | <u>0</u>    | <u>357</u>         | <u>27.0%</u>              |
| <b>Total</b>  | <b>36,248</b>         | <b>40,778</b>      | <b>0</b>   | <b>0</b>    | <b>40,778</b>      | <b>112.5%</b>             |
| <b>Lifetime MMBTU Savings (from Oil, Natural Gas, Kerosene, Coal, Wood)</b> |                       |                    |            |             |                    |                           |
| LU  | 18,566                | 6,559              | 0          | 0           | 6,559              | 35.3%                     |
| NHEC  | 34,225                | 32,696             | 0          | 0           | 32,696             | 95.5%                     |
| PSNH  | 259,963               | 280,737            | 0          | 0           | 280,737            | 108.0%                    |
| Unitil  | 29,457                | 32,860             | 0          | 0           | 32,860             | 111.6%                    |
| LU Gas  | 374,180               | 388,817            | 0          | 0           | 388,817            | 103.9%                    |
| Unitil Gas  | <u>29,913</u>         | <u>7,654</u>       | <u>0</u>   | <u>0</u>    | <u>7,654</u>       | <u>25.6%</u>              |
| <b>Total</b>  | <b>746,304</b>        | <b>749,322</b>     | <b>0</b>   | <b>0</b>    | <b>749,322</b>     | <b>100.4%</b>             |

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:**

PSNH transferred \$375,000 from HPwES to HEA, per letter to Commission on 11-21-2013.

Liberty Electric transferred \$20,000 from HPwES to ES Homes Program per letter to Commission on 12-10-2013.

Unitil Gas transferred \$27,000 from HPwES to ES Appliances (Gas Networks) per letter to Commission on 8-21-2013.

| nhsaves@home<br>home energy assistance  | Budget Goal<br>(2013) | Thru 12/31/2013    |            |             |                    | Percent of<br>Budget/Goal |
|---|-----------------------|--------------------|------------|-------------|--------------------|---------------------------|
|   |                       | Actual             | In Process | Prospective | Total              |                           |
| <b>Program Expenses (\$)</b>  |                       |                    |            |             |                    |                           |
| LU  | \$310,949             | \$293,702          | \$0        | \$0         | \$293,702          | 94.5%                     |
| NHEC  | \$286,227             | \$365,331          | \$0        | \$0         | \$365,331          | 127.6%                    |
| PSNH  | \$3,213,383           | \$3,234,561        | \$0        | \$0         | \$3,234,561        | 100.7%                    |
| Unitil  | \$409,344             | \$377,747          | \$0        | \$0         | \$377,747          | 92.3%                     |
| LU Gas  | \$939,576             | \$1,040,337        | \$0        | \$0         | \$1,040,337        | 110.7%                    |
| Unitil Gas  | <u>\$145,000</u>      | <u>\$148,276</u>   | <u>\$0</u> | <u>\$0</u>  | <u>\$148,276</u>   | <u>102.3%</u>             |
| <b>Total</b>  | <b>\$5,304,479</b>    | <b>\$5,459,954</b> | <b>\$0</b> | <b>\$0</b>  | <b>\$5,459,954</b> | <b>102.9%</b>             |
| <b>Program Participation</b>  |                       |                    |            |             |                    |                           |
| LU  | 55                    | 78                 | 0          | 0           | 78                 | 141.8%                    |
| NHEC  | 57                    | 53                 | 0          | 0           | 53                 | 93.0%                     |
| PSNH  | 657                   | 636                | 0          | 0           | 636                | 96.8%                     |
| Unitil  | 49                    | 47                 | 0          | 0           | 47                 | 95.9%                     |
| LU Gas  | 207                   | 330                | 0          | 0           | 330                | 159.4%                    |
| Unitil Gas  | <u>30</u>             | <u>31</u>          | <u>0</u>   | <u>0</u>    | <u>31</u>          | <u>103.3%</u>             |
| <b>Total</b>  | <b>1,055</b>          | <b>1,175</b>       | <b>0</b>   | <b>0</b>    | <b>1,175</b>       | <b>111.4%</b>             |
| <b>Annual kWh Savings</b>   |                       |                    |            |             |                    |                           |
| LU  | 51,626                | 114,816            | 0          | 0           | 114,816            | 222.4%                    |
| NHEC  | 88,605                | 55,886             | 0          | 0           | 55,886             | 63.1%                     |
| PSNH  | 619,460               | 646,588            | 0          | 0           | 646,588            | 104.4%                    |
| Unitil  | 81,459                | 135,228            | 0          | 0           | 135,228            | 166.0%                    |
| LU Gas  | 0                     | 0                  | 0          | 0           | 0                  | 0.0%                      |
| Unitil Gas  | <u>0</u>              | <u>4,432</u>       | <u>0</u>   | <u>0</u>    | <u>4,432</u>       | <u>0.0%</u>               |
| <b>Total</b>  | <b>841,150</b>        | <b>956,949</b>     | <b>0</b>   | <b>0</b>    | <b>956,949</b>     | <b>113.8%</b>             |
| <b>Lifetime kWh Savings</b>   |                       |                    |            |             |                    |                           |
| LU  | 753,061               | 1,489,138          | 0          | 0           | 1,489,138          | 197.7%                    |
| NHEC  | 956,047               | 634,123            | 0          | 0           | 634,123            | 66.3%                     |
| PSNH  | 9,036,019             | 8,050,908          | 0          | 0           | 8,050,908          | 89.1%                     |
| Unitil  | 953,318               | 2,314,767          | 0          | 0           | 2,314,767          | 242.8%                    |
| LU Gas  | 0                     | 0                  | 0          | 0           | 0                  | 0.0%                      |
| Unitil Gas  | <u>0</u>              | <u>99,382</u>      | <u>0</u>   | <u>0</u>    | <u>99,382</u>      | <u>0.0%</u>               |
| <b>Total</b>  | <b>11,698,445</b>     | <b>12,588,319</b>  | <b>0</b>   | <b>0</b>    | <b>12,588,319</b>  | <b>107.6%</b>             |
| <b>Annual MMBTU Savings (from Oil, Natural Gas, Kerosene, Coal, Wood)</b>                   |                       |                    |            |             |                    |                           |
| LU  | 635                   | 854                | 0          | 0           | 854                | 134.4%                    |
| NHEC  | 1,027                 | 1,477              | 0          | 0           | 1,477              | 143.8%                    |
| PSNH  | 8,841                 | 13,351             | 0          | 0           | 13,351             | 151.0%                    |
| Unitil  | 1,152                 | 1,523              | 0          | 0           | 1,523              | 132.2%                    |
| LU Gas  | 5,903                 | 8,636              | 0          | 0           | 8,636              | 146.3%                    |
| Unitil Gas  | <u>1,056</u>          | <u>1,030</u>       | <u>0</u>   | <u>0</u>    | <u>1,030</u>       | <u>97.5%</u>              |
| <b>Total</b>  | <b>18,614</b>         | <b>26,871</b>      | <b>0</b>   | <b>0</b>    | <b>26,871</b>      | <b>144.4%</b>             |
| <b>Program Savings (Lifetime MMBTU Savings from Oil, Natural Gas, Kerosene, Coal, Wood)</b> |                       |                    |            |             |                    |                           |
| LU  | 12,893                | 18,181             | 0          | 0           | 18,181             | 141.0%                    |
| NHEC  | 12,712                | 20,032             | 0          | 0           | 20,032             | 157.6%                    |
| PSNH  | 179,474               | 273,585            | 0          | 0           | 273,585            | 152.4%                    |
| Unitil  | 22,996                | 29,673             | 0          | 0           | 29,673             | 129.0%                    |
| LU Gas  | 118,069               | 165,141            | 0          | 0           | 165,141            | 139.9%                    |
| Unitil Gas  | <u>20,710</u>         | <u>19,754</u>      | <u>0</u>   | <u>0</u>    | <u>19,754</u>      | <u>95.4%</u>              |
| <b>Total</b>  | <b>366,854</b>        | <b>526,366</b>     | <b>0</b>   | <b>0</b>    | <b>526,366</b>     | <b>143.5%</b>             |

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:**

On 11/21/2013, PSNH requested a transfer of \$450,000 from HPwES and ESHomes-Geo to HEA in an effort to serve the number of homes originally projected.

**Actual heating systems installed by utility** are Liberty (Elec: 8/\$31,640, Gas: 15/\$61,459), NHEC (5/\$22,013), PSNH (72/\$317,611) and Unitil (Elec: 9/\$42,424, Gas: 3/\$15,750).

| nhsaves@home<br>ENERGY STAR Lighting | Budget Goal<br>(2013) | Thru 12/31/2013    |            |             | Total              | Percent of<br>Budget/Goal |
|--------------------------------------|-----------------------|--------------------|------------|-------------|--------------------|---------------------------|
|                                      |                       | Actual             | In Process | Prospective |                    |                           |
| Program Expenses (\$)                |                       |                    |            |             |                    |                           |
| LU                                   | \$102,039             | \$89,984           | \$0        | \$0         | \$89,984           | 88.2%                     |
| NHEC                                 | \$125,766             | \$125,199          | \$0        | \$0         | \$125,199          | 99.5%                     |
| PSNH                                 | \$882,276             | \$1,008,782        | \$0        | \$0         | \$1,008,782        | 114.3%                    |
| Unitil                               | <u>\$170,000</u>      | <u>\$175,961</u>   | <u>\$0</u> | <u>\$0</u>  | <u>\$175,961</u>   | <u>103.5%</u>             |
| <b>Total</b>                         | <b>\$1,280,081</b>    | <b>\$1,399,926</b> | <b>\$0</b> | <b>\$0</b>  | <b>\$1,399,926</b> | <b>109.4%</b>             |
| Program Participation                |                       |                    |            |             |                    |                           |
| LU                                   | 28,964                | 17,989             | 0          | 0           | 17,989             | 62.1%                     |
| NHEC                                 | 28,405                | 27,936             | 0          | 0           | 27,936             | 98.3%                     |
| PSNH                                 | 236,036               | 254,688            | 0          | 0           | 254,688            | 107.9%                    |
| Unitil                               | <u>29,200</u>         | <u>53,543</u>      | <u>0</u>   | <u>0</u>    | <u>53,543</u>      | <u>183.4%</u>             |
| <b>Total</b>                         | <b>322,605</b>        | <b>354,156</b>     | <b>0</b>   | <b>0</b>    | <b>354,156</b>     | <b>109.8%</b>             |
| Annual kWh Savings                   |                       |                    |            |             |                    |                           |
| LU                                   | 443,805               | 271,150            | 0          | 0           | 271,150            | 61.1%                     |
| NHEC                                 | 472,976               | 461,471            | 0          | 0           | 461,471            | 97.6%                     |
| PSNH                                 | 3,616,687             | 4,256,700          | 0          | 0           | 4,256,700          | 117.7%                    |
| Unitil                               | <u>958,119</u>        | <u>836,170</u>     | <u>0</u>   | <u>0</u>    | <u>836,170</u>     | <u>87.3%</u>              |
| <b>Total</b>                         | <b>5,491,587</b>      | <b>5,825,491</b>   | <b>0</b>   | <b>0</b>    | <b>5,825,491</b>   | <b>106.1%</b>             |
| Lifetime kWh Savings                 |                       |                    |            |             |                    |                           |
| LU                                   | 2,669,519             | 2,126,722          | 0          | 0           | 2,126,722          | 79.7%                     |
| NHEC                                 | 3,699,053             | 3,911,453          | 0          | 0           | 3,911,453          | 105.7%                    |
| PSNH                                 | 21,754,639            | 36,873,227         | 0          | 0           | 36,873,227         | 169.5%                    |
| Unitil                               | <u>3,375,679</u>      | <u>5,833,819</u>   | <u>0</u>   | <u>0</u>    | <u>5,833,819</u>   | <u>172.8%</u>             |
| <b>Total</b>                         | <b>31,498,890</b>     | <b>48,745,221</b>  | <b>0</b>   | <b>0</b>    | <b>48,745,221</b>  | <b>154.8%</b>             |

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<br>ENERGY STAR Appliances | Budget Goal<br>(2013) | Thru 12/31/2013    |            |             | Total              | Percent of<br>Budget/Goal |
|--|-----------------------|--------------------|------------|-------------|--------------------|---------------------------|
|  |                       | Actual             | In Process | Prospective |                    |                           |
| <b>Program Expenses (\$)</b>           |                       |                    |            |             |                    |                           |
| LU                                     | \$199,292             | \$141,163          | \$0        | \$0         | \$141,163          | 70.8%                     |
| NHEC                                   | \$278,482             | \$398,804          | \$0        | \$0         | \$398,804          | 143.2%                    |
| PSNH                                   | \$1,997,726           | \$2,201,354        | \$0        | \$0         | \$2,201,354        | 110.2%                    |
| Unitil                                 | \$280,000             | \$295,224          | \$0        | \$0         | \$295,224          | 105.4%                    |
| LU Gas                                 | \$730,000             | \$677,975          | \$0        | \$0         | \$677,975          | 92.9%                     |
| Unitil Gas                             | \$366,815             | \$359,855          | \$0        | \$0         | \$359,855          | 98.1%                     |
| <b>Total</b>                           | <b>\$3,852,315</b>    | <b>\$4,074,375</b> | <b>\$0</b> | <b>\$0</b>  | <b>\$4,074,375</b> | <b>105.8%</b>             |
| <b>Program Participation</b>           |                       |                    |            |             |                    |                           |
| LU                                     | 759                   | 1,273              | 0          | 0           | 1,273              | 167.7%                    |
| NHEC                                   | 2,181                 | 2,790              | 0          | 0           | 2,790              | 127.9%                    |
| PSNH                                   | 16,741                | 18,868             | 0          | 0           | 18,868             | 112.7%                    |
| Unitil                                 | 2,117                 | 2,836              | 0          | 0           | 2,836              | 134.0%                    |
| LU Gas                                 | 2,578                 | 1,070              | 0          | 0           | 1,070              | 41.5%                     |
| Unitil Gas                             | 288                   | 308                | 0          | 0           | 308                | 106.9%                    |
| <b>Total</b>                           | <b>24,664</b>         | <b>27,145</b>      | <b>0</b>   | <b>0</b>    | <b>27,145</b>      | <b>110.1%</b>             |
| <b>Annual kWh Savings</b>              |                       |                    |            |             |                    |                           |
| LU                                     | 114,160               | 137,000            | 0          | 0           | 137,000            | 120.0%                    |
| NHEC                                   | 501,780               | 274,095            | 0          | 0           | 274,095            | 54.6%                     |
| PSNH                                   | 2,821,374             | 1,621,371          | 0          | 0           | 1,621,371          | 57.5%                     |
| Unitil                                 | 340,067               | 379,715            | 0          | 0           | 379,715            | 111.7%                    |
| LU Gas                                 | 0                     | 0                  | 0          | 0           | 0                  | 0.0%                      |
| Unitil Gas                             | 0                     | 0                  | 0          | 0           | 0                  | 0.0%                      |
| <b>Total</b>                           | <b>3,777,381</b>      | <b>2,412,181</b>   | <b>0</b>   | <b>0</b>    | <b>2,412,181</b>   | <b>63.9%</b>              |
| <b>Lifetime kWh Savings</b>            |                       |                    |            |             |                    |                           |
| LU                                     | 1,227,443             | 1,289,000          | 0          | 0           | 1,289,000          | 105.0%                    |
| NHEC                                   | 4,926,681             | 2,415,943          | 0          | 0           | 2,415,943          | 49.0%                     |
| PSNH                                   | 30,263,408            | 14,523,838         | 0          | 0           | 14,523,838         | 48.0%                     |
| Unitil                                 | 3,703,976             | 3,804,566          | 0          | 0           | 3,804,566          | 102.7%                    |
| LU Gas                                 | 0                     | 0                  | 0          | 0           | 0                  | 0.0%                      |
| Unitil Gas                             | 0                     | 0                  | 0          | 0           | 0                  | 0.0%                      |
| <b>Total</b>                           | <b>40,121,508</b>     | <b>22,033,347</b>  | <b>0</b>   | <b>0</b>    | <b>22,033,347</b>  | <b>54.9%</b>              |
| <b>Annual MMBTU Savings</b>            |                       |                    |            |             |                    |                           |
| LU                                     | 19,244                | 1,555              | 0          | 0           | 1,555              | 8.1%                      |
| NHEC                                   | 2,120                 | 4,321              | 0          | 0           | 4,321              | 203.8%                    |
| PSNH                                   | 19,637                | 25,880             | 0          | 0           | 25,880             | 131.8%                    |
| Unitil                                 | 1,690                 | 2,183              | 0          | 0           | 2,183              | 129.2%                    |
| LU Gas                                 | 12,409                | 8,339              | 0          | 0           | 8,339              | 67.2%                     |
| Unitil Gas                             | 2,402                 | 4,059              | 0          | 0           | 4,059              | 169.0%                    |
| <b>Total</b>                           | <b>57,502</b>         | <b>46,337</b>      | <b>0</b>   | <b>0</b>    | <b>46,337</b>      | <b>80.6%</b>              |
| <b>Lifetime MMBTU Savings</b>          |                       |                    |            |             |                    |                           |
| LU                                     | 373,789               | 23,419             | 0          | 0           | 23,419             | 6.3%                      |
| NHEC                                   | 34,069                | 65,682             | 0          | 0           | 65,682             | 192.8%                    |
| PSNH                                   | 316,118               | 371,908            | 0          | 0           | 371,908            | 117.6%                    |
| Unitil                                 | 26,940                | 32,079             | 0          | 0           | 32,079             | 119.1%                    |
| LU Gas                                 | 207,589               | 159,198            | 0          | 0           | 159,198            | 76.7%                     |
| Unitil Gas                             | 46,298                | 78,270             | 0          | 0           | 78,270             | 169.1%                    |
| <b>Total</b>                           | <b>1,004,803</b>      | <b>730,556</b>     | <b>0</b>   | <b>0</b>    | <b>730,556</b>     | <b>72.7%</b>              |

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:**

Liberty Electric transferred \$35,000 from ES Appliances to ES Homes Program per letter to Commission on 12-10-2013.  
 Unitil Gas: NHPUC Order 25-593 Approving an increase of \$64,814 to its budget for the ES Appliances (Gas Networks).

| nhsaves@work<br>Small Business Energy Sol | Budget Goal<br>(2013) | Thru 12/31/2013    |            |             | Total              | Percent of<br>Budget/Goal |
|---|-----------------------|--------------------|------------|-------------|--------------------|---------------------------|
|   |                       | Actual             | In Process | Prospective |                    |                           |
| <b>Program Expenses (\$)</b>              |                       |                    |            |             |                    |                           |
| LU  | \$507,874             | \$270,879          | \$0        | \$0         | \$270,879          | 53.3%                     |
| NHEC                                      | \$420,952             | \$371,106          | \$0        | \$0         | \$371,106          | 88.2%                     |
| PSNH                                      | \$3,518,495           | \$3,415,682        | \$0        | \$0         | \$3,415,682        | 97.1%                     |
| Unitil                                    | \$477,323             | \$415,710          | \$0        | \$0         | \$415,710          | 87.1%                     |
| LU Gas                                    | \$874,631             | \$722,254          | \$0        | \$0         | \$722,254          | 82.6%                     |
| Unitil Gas                                | <u>\$210,000</u>      | <u>\$164,050</u>   | <u>\$0</u> | <u>\$0</u>  | <u>\$164,050</u>   | <u>78.1%</u>              |
| <b>Total</b>                              | <b>\$6,009,275</b>    | <b>\$5,359,682</b> | <b>\$0</b> | <b>\$0</b>  | <b>\$5,359,682</b> | <b>89.2%</b>              |
| <b>Program Participation</b>              |                       |                    |            |             |                    |                           |
| LU  | 183                   | 25                 | 0          | 0           | 25                 | 13.7%                     |
| NHEC                                      | 79                    | 87                 | 0          | 0           | 87                 | 110.1%                    |
| PSNH                                      | 1,610                 | 820                | 0          | 0           | 820                | 50.9%                     |
| Unitil                                    | 73                    | 71                 | 0          | 0           | 71                 | 97.3%                     |
| LU Gas                                    | 313                   | 453                | 0          | 0           | 453                | 144.7%                    |
| Unitil Gas                                | <u>104</u>            | <u>22</u>          | <u>0</u>   | <u>0</u>    | <u>22</u>          | <u>21.2%</u>              |
| <b>Total</b>                              | <b>2,362</b>          | <b>1,478</b>       | <b>0</b>   | <b>0</b>    | <b>1,478</b>       | <b>62.6%</b>              |
| <b>Annual kWh Savings</b>                 |                       |                    |            |             |                    |                           |
| LU  | 1,013,494             | 670,190            | 0          | 0           | 670,190            | 66.1%                     |
| NHEC                                      | 1,236,067             | 903,694            | 0          | 0           | 903,694            | 73.1%                     |
| PSNH                                      | 7,900,396             | 12,607,740         | 0          | 0           | 12,607,740         | 159.6%                    |
| Unitil                                    | 873,704               | 1,189,171          | 0          | 0           | 1,189,171          | 136.1%                    |
| LU Gas                                    | 0                     | 0                  | 0          | 0           | 0                  | 0.0%                      |
| Unitil Gas                                | <u>0</u>              | <u>0</u>           | <u>0</u>   | <u>0</u>    | <u>0</u>           | <u>0.0%</u>               |
| <b>Total</b>                              | <b>11,023,661</b>     | <b>15,370,795</b>  | <b>0</b>   | <b>0</b>    | <b>15,370,795</b>  | <b>139.4%</b>             |
| <b>Lifetime kWh Savings</b>               |                       |                    |            |             |                    |                           |
| LU  | 13,946,883            | 8,945,293          | 0          | 0           | 8,945,293          | 64.1%                     |
| NHEC                                      | 17,090,915            | 11,109,896         | 0          | 0           | 11,109,896         | 65.0%                     |
| PSNH                                      | 107,385,321           | 165,060,232        | 0          | 0           | 165,060,232        | 153.7%                    |
| Unitil                                    | 11,230,025            | 15,995,606         | 0          | 0           | 15,995,606         | 142.4%                    |
| LU Gas                                    | 0                     | 0                  | 0          | 0           | 0                  | 0.0%                      |
| Unitil Gas                                | <u>0</u>              | <u>0</u>           | <u>0</u>   | <u>0</u>    | <u>0</u>           | <u>0.0%</u>               |
| <b>Total</b>                              | <b>149,653,144</b>    | <b>201,111,027</b> | <b>0</b>   | <b>0</b>    | <b>201,111,027</b> | <b>134.4%</b>             |
| <b>Annual MMBTU Savings</b>               |                       |                    |            |             |                    |                           |
| LU  | 475                   | 0                  | 0          | 0           | 0                  | 0.0%                      |
| NHEC                                      | 0                     | 0                  | 0          | 0           | 0                  | 0.0%                      |
| PSNH                                      | 6,741                 | 1,850              | 0          | 0           | 1,850              | 27.4%                     |
| Unitil                                    | 658                   | 0                  | 0          | 0           | 0                  | 0.0%                      |
| LU Gas                                    | 22,711                | 23,365             | 0          | 0           | 23,365             | 102.9%                    |
| Unitil Gas                                | <u>3,965</u>          | <u>4,003</u>       | <u>0</u>   | <u>0</u>    | <u>4,003</u>       | <u>101.0%</u>             |
| <b>Total</b>                              | <b>34,550</b>         | <b>29,218</b>      | <b>0</b>   | <b>0</b>    | <b>29,218</b>      | <b>84.6%</b>              |
| LED Lighting Seminar (TBD)                |                       |                    |            |             |                    |                           |
| <b>Lifetime MMBTU Savings</b>             |                       |                    |            |             |                    |                           |
| LU  | 9,319                 | 0                  | 0          | 0           | 0                  | 0.0%                      |
| NHEC                                      | 0                     | 0                  | 0          | 0           | 0                  | 0.0%                      |
| PSNH                                      | 132,159               | 35,044             | 0          | 0           | 35,044             | 26.5%                     |
| Unitil                                    | 6,182                 | 0                  | 0          | 0           | 0                  | 0.0%                      |
| LU Gas                                    | 365,747               | 374,206            | 0          | 0           | 374,206            | 102.3%                    |
| Unitil Gas                                | <u>80,979</u>         | <u>88,709</u>      | <u>0</u>   | <u>0</u>    | <u>88,709</u>      | <u>109.5%</u>             |
| <b>Total</b>                              | <b>594,386</b>        | <b>497,959</b>     | <b>0</b>   | <b>0</b>    | <b>497,959</b>     | <b>83.8%</b>              |

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:**

Liberty Gas: Transferred \$218,658 from Small Business Energy Solutions to the Large Business Energy Solutions per a letter to the Commission on 12-10-2013.

| nhsaves@work<br>Large Business Retrofit | Budget Goal<br>(2013) | Thru 12/31/2013    |            |             |                    | Percent of<br>Budget/Goal |
|---|-----------------------|--------------------|------------|-------------|--------------------|---------------------------|
|   |                       | Actual             | In Process | Prospective | Total              |                           |
| <b>Program Expenses (\$)</b>            |                       |                    |            |             |                    |                           |
| LU                                      | \$665,211             | \$438,174          | \$0        | \$0         | \$438,174          | 65.9%                     |
| NHEC                                    | \$155,906             | \$202,679          | \$0        | \$0         | \$202,679          | 130.0%                    |
| PSNH                                    | \$5,052,887           | \$4,404,194        | \$0        | \$0         | \$4,404,194        | 87.2%                     |
| Unitil                                  | \$815,774             | \$732,604          | \$0        | \$0         | \$732,604          | 89.8%                     |
| LU Gas                                  | \$1,403,055           | \$1,420,239        | \$0        | \$0         | \$1,420,239        | 101.2%                    |
| Unitil Gas                              | \$280,000             | \$286,457          | \$0        | \$0         | \$286,457          | 102.3%                    |
| <b>Total</b>                            | <b>\$8,372,833</b>    | <b>\$7,484,347</b> | <b>\$0</b> | <b>\$0</b>  | <b>\$7,484,347</b> | <b>89.4%</b>              |
| <b>Program Participation</b>            |                       |                    |            |             |                    |                           |
| LU                                      | 40                    | 22                 | 0          | 0           | 22                 | 55.0%                     |
| NHEC                                    | 11                    | 19                 | 0          | 0           | 19                 | 172.7%                    |
| PSNH                                    | 349                   | 248                | 0          | 0           | 248                | 71.0%                     |
| Unitil                                  | 46                    | 21                 | 0          | 0           | 21                 | 45.7%                     |
| LU Gas                                  | 178                   | 239                | 0          | 0           | 239                | 134.3%                    |
| Unitil Gas                              | 58                    | 6                  | 0          | 0           | 6                  | 10.3%                     |
| <b>Total</b>                            | <b>682</b>            | <b>555</b>         | <b>0</b>   | <b>0</b>    | <b>555</b>         | <b>81.3%</b>              |
| <b>Annual kWh Savings</b>               |                       |                    |            |             |                    |                           |
| LU                                      | 1,819,460             | 4,204,175          | 0          | 0           | 4,204,175          | 231.1%                    |
| NHEC                                    | 729,995               | 1,530,830          | 0          | 0           | 1,530,830          | 209.7%                    |
| PSNH                                    | 15,447,756            | 17,710,020         | 0          | 0           | 17,710,020         | 114.6%                    |
| Unitil                                  | 2,900,875             | 2,713,256          | 0          | 0           | 2,713,256          | 93.5%                     |
| LU Gas                                  | 0                     | 0                  | 0          | 0           | 0                  | 0.0%                      |
| Unitil Gas                              | 189                   | 0                  | 0          | 0           | 0                  | 0.0%                      |
| <b>Total</b>                            | <b>20,898,275</b>     | <b>26,158,281</b>  | <b>0</b>   | <b>0</b>    | <b>26,158,281</b>  | <b>125.2%</b>             |
| <b>Lifetime kWh Savings</b>             |                       |                    |            |             |                    |                           |
| LU                                      | 23,689,232            | 56,233,550         | 0          | 0           | 56,233,550         | 237.4%                    |
| NHEC                                    | 9,489,929             | 19,900,786         | 0          | 0           | 19,900,786         | 209.7%                    |
| PSNH                                    | 205,517,772           | 244,134,971        | 0          | 0           | 244,134,971        | 118.8%                    |
| Unitil                                  | 36,361,285            | 35,755,038         | 0          | 0           | 35,755,038         | 98.3%                     |
| LU Gas                                  | 0                     | 0                  | 0          | 0           | 0                  | 0.0%                      |
| Unitil Gas                              | 3,403                 | 0                  | 0          | 0           | 0                  | 0.0%                      |
| <b>Total</b>                            | <b>275,061,621</b>    | <b>356,024,345</b> | <b>0</b>   | <b>0</b>    | <b>356,024,345</b> | <b>129.4%</b>             |
| <b>Annual MMBTU Savings</b>             |                       |                    |            |             |                    |                           |
| LU                                      | 362                   | 0                  | 0          | 0           | 0                  | 0.0%                      |
| NHEC                                    | 0                     | 0                  | 0          | 0           | 0                  | 0.0%                      |
| PSNH                                    | 7,114                 | 10,337             | 0          | 0           | 10,337             | 145.3%                    |
| Unitil                                  | 1,342                 | 681                | 0          | 0           | 681                | 50.7%                     |
| LU Gas                                  | 19,125                | 51,466             | 0          | 0           | 51,466             | 269.1%                    |
| Unitil Gas                              | 12,178                | 13,941             | 0          | 0           | 13,941             | 114.5%                    |
| <b>Total</b>                            | <b>40,121</b>         | <b>76,424</b>      | <b>0</b>   | <b>0</b>    | <b>76,424</b>      | <b>190.5%</b>             |
| <b>Lifetime MMBTU Savings</b>           |                       |                    |            |             |                    |                           |
| LU                                      | 8,984                 | 0                  | 0          | 0           | 0                  | 0.0%                      |
| NHEC                                    | 0                     | 0                  | 0          | 0           | 0                  | 0.0%                      |
| PSNH                                    | 176,709               | 90,835             | 0          | 0           | 90,835             | 51.4%                     |
| Unitil                                  | 33,385                | 8,848              | 0          | 0           | 8,848              | 26.5%                     |
| LU Gas                                  | 295,915               | 557,293            | 0          | 0           | 557,293            | 188.3%                    |
| Unitil Gas                              | 231,888               | 235,274            | 0          | 0           | 235,274            | 101.5%                    |
| <b>Total</b>                            | <b>746,881</b>        | <b>892,250</b>     | <b>0</b>   | <b>0</b>    | <b>892,250</b>     | <b>119.5%</b>             |

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:**

| Utility Specific Programs       | Budget Goal (2013) | Actual           | Thru 12/31/2013 |             | Total            | Percent of Budget/Goal |
|---------------------------------|--------------------|------------------|-----------------|-------------|------------------|------------------------|
|                                 |                    |                  | In Process      | Prospective |                  |                        |
| <b>Program Expenses (\$)</b>    |                    |                  |                 |             |                  |                        |
| LU Educational Programs         | \$18,322           | \$8,311          | \$0             | \$0         | \$8,311          | 45.4%                  |
| NHEC Educational Programs       | \$34,300           | \$18,866         | \$0             | \$0         | \$18,866         | 55.0%                  |
| PSNH Educational Programs       | \$191,634          | \$165,012        | \$0             | \$0         | \$165,012        | 86.1%                  |
| Unitil Educational Programs     | \$47,066           | \$22,943         | \$0             | \$0         | \$22,943         | 48.7%                  |
| LU Gas Educational Programs     | \$32,314           | \$44,726         | \$0             | \$0         | \$44,726         | 138.4%                 |
| Unitil Gas Educational Programs | \$12,687           | \$1,286          | \$0             | \$0         | \$1,286          | 10.1%                  |
| <b>Total</b>                    | <b>\$336,323</b>   | <b>\$261,144</b> | <b>\$0</b>      | <b>\$0</b>  | <b>\$261,144</b> | <b>77.6%</b>           |

## Notes

**1. NH Energy Code (IECC2009) and Beyond Code Workshops (Residential & Business)**

Spring Series (funded by RGGI2012)

- May 23: Commercial Energy Code & Beyond Workshops (Portsmouth)
- Jun 18: Commercial Energy Code & Beyond Workshops (Manchester)
- Jun 4: Residential Energy Code & Beyond Workshops (North Woodstock)
- Jun 6: Residential Energy Code & Beyond Workshops (Windham)
- Sep 26: Energy Issues in Existing Homes: What Real Estate Professionals Need to know (Meredith)

Fall Series

- Nov 13: Commercial Energy Code & Beyond Workshops (Concord)
- Nov 19: Commercial Energy Code & Beyond Workshops (Portsmouth)
- Nov 21: Residential Energy Code & Beyond Workshops (Meredith)
- Dec 3: Residential Energy Code & Beyond Workshops (Bretton Woods)
- Dec 5: Residential Energy Code & Beyond Workshops (Portsmouth)

See [www.nhenergycode.com](http://www.nhenergycode.com)**2. Commercial Energy Auditing / BOC Classes, Aug-Dec 2013.**Commercial Energy Auditing (Manchester)

- Sep 19: Intro, Alan Mulak
- Sep 24: Lighting, John Rice
- Oct 23 & 24: HVAC, Bill Turner
- Oct 29: Misc. EE, Alan Mulack
- Oct 30: Tools of the Trade, AJ Ballard
- Nov 21: Oral Presentations, Alan Mulak/All

See <https://www.psnh.com/NewsEvents/Seminars.aspx>Building Operator Certification (Laconia)

- Aug 23: Building Operations and Systems
- Sep 6: Building Energy Conservation
- Sep 20: HVAC Controls and Operation I
- Sep 27: HVAC Controls and Operation II
- Oct 11: Lighting Theory and Efficiency
- Oct 25: Electrical Systems and Distribution
- Nov 8: Indoor Air Quality Theory and Techniques
- Nov 22: Energy Management Planning

See <http://www.lrcc.edu/efficiency-training/calendar>**3. Commercial, Industrial & Municipal Seminars - Fall Series**

- Apr 2: Energy Savings Solutions - LED Trade Fair (Manchester)
  - Oct 17-18: HVAC Energy Star version 3.0 Training (Manchester)
  - Nov 26: Energy Management Systems Seminar (Portsmouth)
  - Nov 27: Energy Management Systems Seminar (Manchester)
  - Dec 6: Retro-Commissioning Seminar (Manchester)
  - Dec 12: Retro-Commissioning Seminar (Portsmouth)
- See <https://www.psnh.com/NewsEvents/Seminars.aspx>

**4. K-12 Education Programs [Wilson Education Programs, APT's Lights for Learning]**

- Newport Middle High School (Savings Through Energy Management)
- Hooksett Memorial School (Lights for Learning)
- West Moreland Middle School (Lights for Learning)
- Hillside Elementary School (Lights for Learning)
- Idlehurst Elementary School (Lights for Learning)
- 16Other Lights for Learning Presentations were held Oct-Dec at schools around NH.

| Utility Specific Programs             |                               | Budget Goal (2013) | Thru 12/31/2013   |            |             |                   | Percent of Budget/Goal |
|---------------------------------------|-------------------------------|--------------------|-------------------|------------|-------------|-------------------|------------------------|
|                                       |                               |                    | Actual            | In Process | Prospective | Total             |                        |
| <b>Program Expenses (\$)</b>          |                               |                    |                   |            |             |                   |                        |
| LU                                    | Company Specific Pgms / FCM V | \$25,000           | \$0               | \$0        | \$0         | \$0               | 0.0%                   |
| NHEC                                  | Smart Start Program           | \$12,500           | \$4,083           | \$0        | \$0         | \$4,083           | 32.7%                  |
| NHEC                                  | High Efficiency Heat Pump Pgm | \$107,773          | \$13,425          | \$0        | \$0         | \$13,425          | 12.5%                  |
| PSNH                                  | Smart Start Program           | \$35,000           | \$22,819          | \$0        | \$0         | \$22,819          | 65.2%                  |
| PSNH                                  | ES Homes - Geothermal         | \$303,119          | \$183,273         | \$0        | \$0         | \$183,273         | 60.5%                  |
| PSNH                                  | Customer Engagement Program   | \$252,079          | \$270,364         | \$0        | \$0         | \$270,364         | 107.3%                 |
| PSNH                                  | C&I Customer Partnerships     | \$32,750           | \$5,000           | \$0        | \$0         | \$5,000           | 15.3%                  |
| PSNH                                  | C&I RFP Program               | \$561,433          | \$436,977         | \$0        | \$0         | \$436,977         | 77.8%                  |
| LU Gas                                | Building Practices & Demo     | \$70,000           | \$47,531          | \$0        | \$0         | \$47,531          | 67.9%                  |
| Unitil Gas                            | Building Practices & Demo     | \$17,500           | \$0               | \$0        | \$0         | \$0               | 0.0%                   |
|                                       | <b>Total</b>                  | <b>\$1,417,154</b> | <b>\$983,471</b>  | <b>\$0</b> | <b>\$0</b>  | <b>\$983,471</b>  | <b>69.4%</b>           |
| <b>Program Participation</b>          |                               |                    |                   |            |             |                   |                        |
| LU                                    | Company Specific Pgms / FCM V | 0                  | 0                 | 0          | 0           | 0                 | 0.0%                   |
| NHEC                                  | Smart Start Program           | 0                  | 6                 | 0          | 0           | 6                 | 0.0%                   |
| NHEC                                  | High Efficiency Heat Pump Pgm | 14                 | 2                 | 0          | 0           | 2                 | 14.3%                  |
| PSNH                                  | Smart Start Program           | 0                  | 17                | 0          | 0           | 17                | 0.0%                   |
| PSNH                                  | ES Homes - Geothermal         | 69                 | 31                | 0          | 0           | 31                | 44.9%                  |
| PSNH                                  | Customer Engagement Program   | 25,000             | 0                 | 0          | 0           | 0                 | 0.0%                   |
| PSNH                                  | C&I Customer Partnerships     | 3                  | 0                 | 0          | 0           | 0                 | 0.0%                   |
| PSNH                                  | C&I RFP Program               | 13                 | 12                | 0          | 0           | 12                | 96.0%                  |
| Unitil Gas                            | Building Practices & Demo     | 0                  | 0                 | 0          | 0           | 0                 | 0.0%                   |
|                                       | <b>Total</b>                  | <b>25,099</b>      | <b>68</b>         | <b>0</b>   | <b>0</b>    | <b>68</b>         | <b>0.3%</b>            |
| <b>Program Savings (Lifetime kWh)</b> |                               |                    |                   |            |             |                   |                        |
| LU                                    | Company Specific Pgms / FCM V | 0                  | 0                 | 0          | 0           | 0                 | 0.0%                   |
| NHEC                                  | Smart Start Program           | 0                  | 403,471           | 0          | 0           | 403,471           | 0.0%                   |
| NHEC                                  | High Efficiency Heat Pump Pgm | 12,207,474         | 734,375           | 0          | 0           | 734,375           | 6.0%                   |
| PSNH                                  | Smart Start Program           | 0                  | 0                 | 0          | 0           | 0                 | 0.0%                   |
| PSNH                                  | ES Homes - Geothermal         | 29,333,578         | 10,810,500        | 0          | 0           | 10,810,500        | 36.9%                  |
| PSNH                                  | Customer Engagement Program   | 2,700,000          | 0                 | 0          | 0           | 0                 | 0.0%                   |
| PSNH                                  | C&I Customer Partnerships     | 0                  | 0                 | 0          | 0           | 0                 | 0.0%                   |
| PSNH                                  | C&I RFP Program               | 34,723,249         | 32,587,588        | 0          | 0           | 32,587,588        | 93.8%                  |
| Unitil Gas                            | Building Practices & Demo     | 0                  | 0                 | 0          | 0           | 0                 | 0.0%                   |
|                                       | <b>Total</b>                  | <b>78,964,301</b>  | <b>44,535,934</b> | <b>0</b>   | <b>0</b>    | <b>44,535,934</b> | <b>56.4%</b>           |

## Notes

PSNH transferred \$75,000 from ESHomes-Geothermal Program to HEA, per letter to Commission on 11-21-2013.

NH Core Energy Efficiency Programs  
 NHPUC Docket No. DE 12-262  
 NH CO2 Annual Emission Reductions

TOTAL CORE Energy Efficiency Program Results (SBC + 2013 EEF/RGGI Funds)  
 NH CORE Energy Efficiency Programs  
 January 1 - December 31, 2013 Reporting Period

| Method # 2, using MWH & MMBtu (million Btus) |   |       |                                     |   |   |
|--|---|-------|-------------------------------------|---|---|
| Reductions from                              | Enter Reductions<br>in Units shown in<br>next Column<br>(Annual MMBtu<br>savings) | Units | CO2 Emission<br>Factors in lbs/unit | Estimated CO2<br>Emission<br>Reductions in<br>pounds (lbs.) | Estimated CO2<br>Emission<br>Reductions in<br>Metric Tons |
| Electricity                                  | 56,016  | MWH   | 1,087                               | 60,889,667  | 27,614  |
| Natural Gas                                  | 146,845   | MMBtu | 117.1                               | 17,195,586  | 7,798   |
| Distillate Fuel Oil (#1, 2 & 4)              | 52,504  | MMBtu | 161.4                               | 8,474,223   | 3,843   |
| Residual Fuel Oil (#5 & 6)                   | 0   | MMBtu | 173                                 | 0   | 0   |
| Kerosene                                     | 4,195   | MMBtu | 159.5                               | 669,179   | 303   |
| LPG  | 0   | MMBtu | 139                                 | 0   | 0   |
| Propane                                      | 23,281  | MMBtu | 139.2                               | 3,240,656   | 1,470   |
| Wood or Wood Pellet                          | 4,953   | MMBtu |                                     | 0   | 0   |
| Other  | 0   | MMBtu |                                     |   |   |
| <b>TOTAL</b>                                 |   |       |                                     |   | <b>41,029</b>   |

Electric Line Loss 1.08

Source of CO2 Emission Factors in lbs/unit: <http://www.eia.doe.gov/cneaf/electricity/epa/epata3.html>

NH Core Energy Efficiency Programs  
 NHPUC Docket No. DE 12-262  
 NH CO2 Lifetime Emission Reductions

TOTAL CORE Energy Efficiency Program Results (SBC + 2013 EEF/RGGI Funds)  
 NH CORE Energy Efficiency Programs  
 January 1 - December 31, 2013 Reporting Period

| Method # 2, using MWH & MMBtu (million Btus) |   |       |                                  |  |  |
|--|---|-------|----------------------------------|--|--|
| Reductions from                              | Enter Reductions in Units shown in next Column (Annual MMBtu savings) | Units | CO2 Emission Factors in lbs/unit | Estimated CO2 Emission Reductions in pounds (lbs.) | Estimated CO2 Emission Reductions in Metric Tons |
| Electricity                                  | 725,471   | MWH   | 1,087                            | 788,587,284  | 357,636  |
| Natural Gas                                  | 2,238,852   | MMBtu | 117.1                            | 262,169,625  | 118,898  |
| Distillate Fuel Oil (#1, 2 & 4)              | 806,860   | MMBtu | 161.4                            | 130,227,205  | 59,060   |
| Residual Fuel Oil (#5 & 6)                   | 0   | MMBtu | 173                              | 0  | 0  |
| Kerosene                                     | 81,413  | MMBtu | 159.5                            | 12,985,386   | 5,889  |
| LPG  | 0   | MMBtu | 139                              | 0  | 0  |
| Propane                                      | 440,371   | MMBtu | 139.2                            | 61,299,620   | 27,800   |
| Wood or Wood Pellet                          | 101,629   | MMBtu |                                  | 0  | 0  |
| Other  | 0   | MMBtu |                                  |  |  |
| <b>TOTAL</b>                                 |   |       |                                  |  | <b>569,283</b>                                   |

Electric Line Loss 1.08

Source of CO2 Emission Factors in lbs/unit: <http://www.eia.doe.gov/cneaf/electricity/epa/epata3.html>

**Split Between System Benefit Charge and Energy Efficiency Fund**  
**As filed with the NHPUC on September 17, 2012**

| Utility      | Total Funds         | Total Funds Net of Loan Funding | Total SBC           | Total RGGI Funds   | RGGI Loan Funding <sup>1</sup> | RGGI Funds Net of Loan Funding | SBC Percent <sup>2</sup> | RGGI Percent <sup>2</sup> |
|--------------|---------------------|---------------------------------|---------------------|--------------------|--------------------------------|--------------------------------|--------------------------|---------------------------|
| LU-Electric  | \$2,352,860         | \$2,352,860                     | \$1,802,378         | \$550,481          | \$0                            | \$550,481                      | 76.60%                   | 23.40%                    |
| NHEC         | \$2,098,538         | \$1,998,538                     | \$1,644,726         | \$ 453,811         | \$100,000                      | \$353,811                      | 82.30%                   | 17.70%                    |
| PSNH         | \$21,084,469        | \$21,084,469                    | \$16,357,518        | \$4,726,951        | \$0                            | \$4,726,951                    | 77.58%                   | 22.42%                    |
| Unitil       | \$3,097,483         | \$2,982,483                     | \$2,374,281         | \$723,202          | \$115,000                      | \$608,202                      | 79.61%                   | 20.39%                    |
| <b>Total</b> | <b>\$28,633,349</b> | <b>\$28,418,349</b>             | <b>\$22,178,903</b> | <b>\$6,454,446</b> | <b>\$215,000</b>               | <b>\$6,239,446</b>             | <b>78.04%</b>            | <b>21.96%</b>             |

<sup>1</sup>NHEC and Unitil are removing the funding for their Revolving Loan Fund from RGGI before calculating the split.

<sup>2</sup>These percentages are used to allocate program results attributable to the corresponding funding source for each utility.

**System Benefit Charge and Energy Efficiency Fund**

**Actual Expenditures Through December 31, 2013**

| PROGRAMS  | LU Electric        | NHEC       | PSNH               | UNITIL     | TOTALS              |             |                    |            |                     |             |
|---|--------------------|------------|--------------------|------------|---------------------|-------------|--------------------|------------|---------------------|-------------|
| <b>ENERGY STAR Homes</b>                                  |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Homes / Lifetime kWh Savings                    | 60                 | 1,346,110  | 8                  | 361,614    | 433                 | 31,773,921  | 2                  | 1,248,528  | 503                 | 34,730,173  |
| Actual \$ Spent / Lifetime MMBTU Savings                  | \$97,743           | 37,020     | \$72,165           | 11,252     | \$919,603           | 158,291     | \$55,080           | 63         | \$1,144,591         | 206,626     |
| <b>ENERGY STAR Lighting</b>                               |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Units / Lifetime kWh Savings                    | 17,989             | 2,126,722  | 27,936             | 3,911,453  | 254,688             | 36,873,227  | 53,543             | 5,833,819  | 354,156             | 48,745,221  |
| Actual \$ Spent / Lifetime MMBTU Savings                  | \$89,984           | 0          | \$125,199          | 0          | \$1,008,782         | 0           | \$175,961          | 0          | \$1,399,926         | 0           |
| <b>ENERGY STAR Appliances</b>                             |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Rebates / Lifetime kWh Savings                  | 1,273              | 1,289,000  | 2,790              | 2,415,943  | 18,868              | 14,523,838  | 2,836              | 3,804,566  | 25,767              | 22,033,347  |
| Actual \$ Spent / Lifetime MMBTU Savings                  | \$141,163          | 23,419     | \$398,804          | 65,682     | \$2,201,354         | 371,908     | \$295,224          | 32,079     | \$3,036,545         | 493,088     |
| <b>Home Performance w/ENERGY STAR</b>                     |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Rebates / Lifetime kWh Savings                  | 25                 | 1,088,532  | 54                 | 826,289    | 519                 | 3,600,115   | 43                 | 287,362    | 641                 | 5,802,298   |
| Actual \$ Spent / Lifetime MMBTU Savings                  | \$88,895           | 6,559      | \$219,705          | 32,696     | \$1,711,086         | 280,737     | \$195,481          | 32,860     | \$2,215,168         | 352,852     |
| <b>Home Energy Assistance</b>                             |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Units / Lifetime kWh Savings                    | 78                 | 1,489,138  | 53                 | 634,123    | 636                 | 8,050,908   | 47                 | 2,314,767  | 814                 | 12,488,937  |
| Actual \$ Spent / Lifetime MMBTU Savings                  | \$293,702          | 18,181     | \$365,331          | 20,032     | \$3,234,561         | 273,585     | \$377,747          | 29,673     | \$4,271,341         | 341,471     |
| <b>Large Business Energy Solutions</b>                    |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Participants / Lifetime kWh Savings             | 22                 | 56,233,550 | 19                 | 19,900,786 | 248                 | 244,134,971 | 21                 | 35,755,038 | 310                 | 356,024,345 |
| Actual \$ Spent / Lifetime MMBTU Savings                  | \$438,174          | 0          | \$202,679          | 0          | \$4,404,194         | 90,835      | \$732,604          | 8,848      | \$5,777,652         | 99,683      |
| <b>Small Business Energy Solutions</b>                    |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Participants / Lifetime kWh Savings             | 25                 | 8,945,293  | 87                 | 11,109,896 | 820                 | 165,060,232 | 71                 | 15,995,606 | 1,003               | 201,111,027 |
| Actual \$ Spent / Lifetime MMBTU Savings                  | \$270,879          | 0          | \$371,106          | 0          | \$3,415,682         | 35,044      | \$415,710          | 0          | \$4,473,378         | 35,044      |
| <b>Educational Programs</b>                               |                    |            |                    |            |                     |             |                    |            |                     |             |
| Actual \$ Spent / Lifetime MMBTU Savings                  | \$8,311            |            | \$18,866           |            | \$165,012           |             | \$22,943           |            | \$215,132           |             |
| <b>Company Specific Programs / ISO-NE FCM Work</b>        |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Participants / Lifetime kWh Savings             |                    |            | 2                  | 734,375    | 43                  | 43,398,088  |                    |            | 45                  | 44,132,463  |
| Actual \$ Spent / Lifetime MMBTU Savings                  | \$0                |            | \$13,425           | 0          | \$995,987           | 0           | \$23,108           |            | \$1,032,520         | 0           |
| <b>Smart Start (NHEC/PSNH), RGGI RLF (NHEC/UES)</b>       |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Participants / Planned Budget                   |                    |            | \$4,083            |            | \$22,819            |             |                    |            | \$26,902            |             |
| <b>Total SBC &amp; RGGI Spent Through December 31, 20</b> | <b>\$1,428,853</b> |            | <b>\$1,791,363</b> |            | <b>\$18,079,082</b> |             | <b>\$2,293,858</b> |            | <b>\$23,593,156</b> |             |

Actual Expenditures Through December 31, 2013

| PROGRAMS   | LU Electric        |            | NHEC               |            | PSNH                |             | UNITIL             |            | TOTALS              |             |
|--|--------------------|------------|--------------------|------------|---------------------|-------------|--------------------|------------|---------------------|-------------|
| <b>ENERGY STAR Homes</b>                                 |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Homes / Lifetime kWh Savings                   | 46                 | 1,031,171  | 7                  | 297,596    | 336                 | 24,650,489  | 2                  | 993,922    | 390                 | 26,973,178  |
| Actual \$ Spent / Lifetime MMBTU Savings                 | \$74,875           | 28,359     | \$59,389           | 9,260      | \$713,436           | 122,804     | \$43,848           | 50         | \$891,548           | 160,472     |
| <b>ENERGY STAR Lighting</b>                              |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Units / Lifetime kWh Savings                   | 13,780             | 1,629,149  | 22,990             | 3,218,988  | 197,589             | 28,606,576  | 42,624             | 4,644,159  | 276,984             | 38,098,872  |
| Actual \$ Spent / Lifetime MMBTU Savings                 | \$68,931           | 0          | \$103,034          | 0          | \$782,622           | 0           | \$140,078          | 0          | \$1,094,666         | 0           |
| <b>ENERGY STAR Appliances</b>                            |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Rebates / Lifetime kWh Savings                 | 975                | 987,422    | 2,296              | 1,988,236  | 14,638              | 11,267,722  | 2,258              | 3,028,721  | 20,167              | 17,272,101  |
| Actual \$ Spent / Lifetime MMBTU Savings                 | \$108,136          | 17,939     | \$328,202          | 54,054     | \$1,707,830         | 288,530     | \$235,021          | 25,537     | \$2,379,188         | 386,060     |
| <b>Home Performance w/ENERGY STAR</b>                    |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Rebates / Lifetime kWh Savings                 | 19                 | 833,856    | 44                 | 680,007    | 403                 | 2,793,001   | 34                 | 228,762    | 500                 | 4,535,626   |
| Actual \$ Spent / Lifetime MMBTU Savings                 | \$68,097           | 5,024      | \$180,809          | 26,908     | \$1,327,476         | 217,798     | \$155,618          | 26,159     | \$1,732,000         | 275,889     |
| <b>Home Energy Assistance</b>                            |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Units / Lifetime kWh Savings                   | 60                 | 1,140,736  | 44                 | 521,861    | 493                 | 6,245,966   | 37                 | 1,842,729  | 634                 | 9,751,292   |
| Actual \$ Spent / Lifetime MMBTU Savings                 | \$224,987          | 13,927     | \$300,655          | 16,485     | \$2,509,401         | 212,250     | \$300,715          | 23,622     | \$3,335,758         | 266,284     |
| <b>Large Business Energy Solutions</b>                   |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Participants / Lifetime kWh Savings            | 17                 | 43,077,003 | 16                 | 16,377,647 | 192                 | 189,402,072 | 17                 | 28,463,699 | 242                 | 277,320,422 |
| Actual \$ Spent / Lifetime MMBTU Savings                 | \$335,658          | 0          | \$166,798          | 0          | \$3,416,813         | 70,471      | \$583,208          | 7,044      | \$4,502,477         | 77,514      |
| <b>Small Business Energy Solutions</b>                   |                    |            |                    |            |                     |             |                    |            |                     |             |
| Actual \$ Spent / Lifetime MMBTU Savings                 | 19                 | 6,852,429  | 72                 | 9,143,054  | 636                 | 128,055,189 | 57                 | 12,733,705 | 783                 | 156,784,378 |
|  | \$207,504          | 0          | \$305,407          | 0          | \$2,649,917         | 27,187      | \$330,936          | 0          | \$3,493,764         | 27,187      |
| <b>Educational Programs</b>                              |                    |            |                    |            |                     |             |                    |            |                     |             |
| Actual \$ Spent / Lifetime MMBTU Savings                 | \$6,367            |            | \$15,526           |            | \$128,018           |             | \$18,264           |            | \$168,175           |             |
| <b>Company Specific Programs / ISO-NE FCM Work</b>       |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Participants / Lifetime kWh Savings            |                    |            | 2                  | 604,365    | 33                  | 33,668,621  |                    |            | 35                  | 34,272,986  |
| Actual \$ Spent / Lifetime MMBTU Savings                 | \$0                |            | \$11,048           | 0          | \$772,696           | 0           | \$18,396           |            | \$802,140           | 0           |
| <b>Smart Start (NHEC/PSNH), RGGI RLF (NHEC/UES/PSNH)</b> |                    |            |                    |            |                     |             |                    |            |                     |             |
| Number of Participants / Planned Budget                  |                    |            | \$3,360            |            | \$17,704            |             | \$0                |            | \$21,064            |             |
| <b>Total SBC Spent Through December 31, 2013</b>         | <b>\$1,094,555</b> |            | <b>\$1,474,229</b> |            | <b>\$14,025,912</b> |             | <b>\$1,826,083</b> |            | <b>\$18,420,779</b> |             |

Actual Expenditures Through December 31, 2013

| PROGRAMS  | LU Electric      |            | NHEC             |           | PSNH               |            | UNITIL           |           | TOTALS             |            |
|---|------------------|------------|------------------|-----------|--------------------|------------|------------------|-----------|--------------------|------------|
| <b>ENERGY STAR Homes</b>                            |                  |            |                  |           |                    |            |                  |           |                    |            |
| Number of Homes / Lifetime kWh Savings              | 14               | 314,939    | 1                | 64,018    | 97                 | 7,123,432  | 0                | 254,606   | 113                | 7,756,995  |
| Actual \$ Spent / Lifetime MMBTU Savings            | \$22,868         | 8,661      | \$12,776         | 1,992     | \$206,167          | 35,487     | \$11,232         | 13        | \$253,043          | 46,153     |
| <b>ENERGY STAR Lighting</b>                         |                  |            |                  |           |                    |            |                  |           |                    |            |
| Number of Units / Lifetime kWh Savings              | 4,209            | 497,573    | 4,946            | 692,465   | 57,099             | 8,266,651  | 10,919           | 1,189,660 | 77,172             | 10,646,349 |
| Actual \$ Spent / Lifetime MMBTU Savings            | \$21,053         | 0          | \$22,165         | 0         | \$226,160          | 0          | \$35,883         | 0         | \$305,260          | 0          |
| <b>ENERGY STAR Appliances</b>                       |                  |            |                  |           |                    |            |                  |           |                    |            |
| Number of Rebates / Lifetime kWh Savings            | 298              | 301,578    | 494              | 427,707   | 4,230              | 3,256,116  | 578              | 775,845   | 5,600              | 4,761,246  |
| Actual \$ Spent / Lifetime MMBTU Savings            | \$33,027         | 5,479      | \$70,602         | 11,628    | \$493,524          | 83,378     | \$60,203         | 6,542     | \$657,357          | 107,027    |
| <b>Home Performance w/ENERGY STAR</b>               |                  |            |                  |           |                    |            |                  |           |                    |            |
| Number of Rebates / Lifetime kWh Savings            | 6                | 254,676    | 10               | 146,282   | 116                | 807,114    | 9                | 58,600    | 141                | 1,266,672  |
| Actual \$ Spent / Lifetime MMBTU Savings            | \$20,798         | 1,535      | \$38,896         | 5,788     | \$383,610          | 62,939     | \$39,863         | 6,701     | \$483,168          | 76,963     |
| <b>Home Energy Assistance</b>                       |                  |            |                  |           |                    |            |                  |           |                    |            |
| Number of Units / Lifetime kWh Savings              | 18               | 348,403    | 9                | 112,262   | 143                | 1,804,942  | 10               | 472,038   | 180                | 2,737,646  |
| Actual \$ Spent / Lifetime MMBTU Savings            | \$68,715         | 4,254      | \$64,676         | 3,546     | \$725,160          | 61,335     | \$77,032         | 6,051     | \$935,584          | 75,186     |
| <b>Large Business Energy Solutions</b>              |                  |            |                  |           |                    |            |                  |           |                    |            |
| Number of Participants / Lifetime kWh Savings       | 5                | 13,156,547 | 3                | 3,523,139 | 56                 | 54,732,899 | 4                | 7,291,339 | 68                 | 78,703,924 |
| Actual \$ Spent / Lifetime MMBTU Savings            | \$102,516        | 0          | \$35,881         | 0         | \$987,381          | 20,364     | \$149,396        | 1,804     | \$1,275,175        | 22,169     |
| <b>Small Business Energy Solutions</b>              |                  |            |                  |           |                    |            |                  |           |                    |            |
| Actual \$ Spent / Lifetime MMBTU Savings            | 6                | 2,092,864  | 15               | 1,966,842 | 184                | 37,005,043 | 14               | 3,261,901 | 220                | 44,326,649 |
|   | \$63,376         | 0          | \$65,699         | 0         | \$765,766          | 7,857      | \$84,774         | 0         | \$979,614          | 7,857      |
| <b>Educational Programs</b>                         |                  |            |                  |           |                    |            |                  |           |                    |            |
| Actual \$ Spent                                     | \$1,944          |            | \$3,340          |           | \$36,994           |            | \$4,679          |           | \$46,957           |            |
| <b>Company Specific Programs / ISO-NE FCM Work</b>  |                  |            |                  |           |                    |            |                  |           |                    |            |
| Number of Participants / Lifetime kWh Savings       |                  |            | 0                | 130,010   | 10                 | 9,729,467  |                  |           | 10                 | 9,859,477  |
| Actual \$ Spent / Lifetime MMBTU Savings            | \$0              |            | \$2,377          | 0         | \$223,292          | 0          | \$4,712          |           | \$230,381          |            |
| <b>Smart Start (NHEC/PSNH), RGGI RLF (NHEC/UES)</b> |                  |            |                  |           |                    |            |                  |           |                    |            |
| Actual \$ Spent                                     |                  |            | \$723            |           | \$5,116            |            | \$0              |           | \$5,839            |            |
| <b>Total RGGI Spent Through December 31, 2013</b>   | <b>\$334,298</b> |            | <b>\$317,134</b> |           | <b>\$4,053,170</b> |            | <b>\$467,775</b> |           | <b>\$5,172,377</b> |            |