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March 29, 2018

Debra A. Howland
Executive Director
State of New Hampshire
Public Utilities Commission
21 S. Fruit Street, Suite 10
Concord, New Hampshire 03301-2429

NHPUC 30MAR 18 4:14

RE: DE 14-216 - NHSaves Energy Efficiency Programs Fourth Quarter 2017 Report

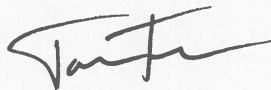
Dear Director Howland:

Enclosed for filing with the Commission are four copies of the revised Fourth Quarter 2017 Report for the NHSaves Energy Efficiency Programs containing results for all the electric and natural gas utilities. Eversource is filing four copies consistent with the ruling of the Commission in Order No. 25,462 dated February 1, 2013.

The revised Fourth Quarter report corrects calculation errors from the March 1, 2018 filing. The Liberty Utilities Gas Home Energy Report data was not reflected in program expenses on the page 1 statewide table. This has been corrected. The formula calculating Annual MMBtu percent to goal for the Gas Utilities on page 1 has been corrected. The formula for the Eversource ENERGY STAR Products Lifetime MMBtu percent to goal on page 11 has been corrected. Lifetime kWh savings for the Unitil Gas Small Business program on page 13 have been updated. In addition, updates to the third-party financing program data for the New Hampshire Electric Co-op and Unitil are reflected on page 26. Lastly, the program goals for Unitil Gas were incorrectly populating throughout the report and have been corrected.

A copy of this report was made available electronically to the Commission and all parties on the service list on March 28, 2018.

Very truly yours,



Tomas S. Fuller
Analyst
Regulatory, Planning and Evaluation
Energy Efficiency

Enclosures
cc: Service List



New Hampshire Statewide Energy Efficiency Programs

4th Quarter Report
January 2017 – December 2017

Docket DE 14-216

March 29, 2018



**4th Quarter Report
January 2017 - December 2017**

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Highlights

Description	Program Expenses ¹		kWh Savings				MMBtu Savings				Customers	
	Actual	% of Budget	Annual	Annual: % of Goal	Lifetime	Life: % of Goal	Annual	Annual: % of Goal	Lifetime	Life: % of Goal	Count	% of Goal
Electric Utilities												
Statewide Programs												
Municipal Program	\$ 2,190,223	96%	6,262,305	111%	86,624,414	116%	6,999	174%	112,055	258%	149	37%
All Other Statewide Progra	\$ 22,318,931	95%	77,700,550	145%	992,572,335	147%	41,501	86%	792,184	78%	174,475	143%
Sub-total	\$ 24,509,154	95%	83,962,856	156%	1,079,196,749	144%	48,500	93%	904,239	85%	174,624	142%
Company Specific Programs ²	\$ 1,592,014	103%	6,849,173	119%	41,250,759	87%	-	-	-	-	50,027	100%
Total Electric	\$ 26,101,168	94%	90,812,029	139%	1,120,447,508	140%	48,500	93%	904,239	85%	224,651	130%
Gas Utilities												
Statewide Programs	\$ 5,627,809	80%	403,437	102%	5,956,570	75%	126,398	88%	2,100,520	93%	7,378	136%
Company Specific Programs ²	\$ 250,322	110%	-	-	-	-	11,722	121%	39,855	122%	38,000	100%
Total Gas	\$ 5,878,132	81%	403,437	102%	5,956,570	75%	138,120	90%	2,140,375	93%	45,378	105%
Grand Total	\$ 31,979,300	91%	91,215,465	139%	1,126,404,079	140%	186,620	91%	3,044,614	91%	270,029	125%

Notes:

- (1) Program expenses shown in this report exclude the performance incentive (PI), which can vary by program and accomplishment thresholds. The planned budget for PI is 5.5% of actual program expenditures. The actual PI for each utility is calculated to reflect the utilities' final accomplishments and is filed with the Commission by June 1st of each year for the preceding program year.
- (2) Company-specific includes company-specific programs, education, forward capacity market and loan program implementation expenses.

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Highlights
Statewide Programs ¹

Description	Program Expenses		kWh Savings			MMBtu Savings			Customers	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
Electric Utilities										
Residential										
Home Energy Assistance	\$ 3,951,570	85%	674,148	9,247,755	124%	14,376	210,385	67%	722	111%
ENERGY STAR Homes	\$ 1,503,321	97%	1,313,258	31,156,392	105%	11,282	282,027	94%	469	103%
NH Home Performance w/Energy Star	\$ 1,876,914	66%	500,808	8,644,957	76%	14,164	282,242	72%	521	42%
ENERGY STAR Products	\$ 2,959,087	97%	13,901,898	119,115,789	122%	1,679	17,529	139%	171,808	145%
Sub-total	\$ 10,290,892	85%	16,390,112	168,164,893	115%	41,501	792,184	78%	173,520	144%
Commercial & Industrial										
Large Business Energy Solutions	\$ 7,317,671	105%	44,575,501	601,015,839	163%	-	-	-	361	101%
Small Business Energy Solutions	\$ 4,710,368	106%	16,734,937	223,391,602	139%	-	-	-	594	59%
Municipal Program	\$ 2,190,223	96%	6,262,305	86,624,414	116%	6,999	112,055	258%	149	37%
Sub-total	\$ 14,218,262	104%	67,572,744	911,031,856	151%	6,999	112,055	258%	1,104	62%
Total Electric	\$ 24,509,154	95%	83,962,856	1,079,196,749	144%	48,500	904,239	85%	174,624	142%
Gas Utilities										
Residential										
Home Energy Assistance	\$ 1,046,790	84%	42,103	960,893	70%	5,577	115,225	89%	262	109%
ENERGY STAR Homes	\$ 281,894	101%	67,388	1,369,805	81%	3,174	79,098	102%	96	112%
NH Home Performance w/Energy Star	\$ 473,654	66%	9,932	201,241	5%	4,512	97,043	53%	133	56%
ENERGY STAR Products	\$ 1,243,205	105%	43,644	716,848	75%	15,338	269,233	117%	1,830	106%
Sub-total	\$ 3,045,544	89%	163,067	3,248,787	41%	28,601	560,597	91%	2,321	102%
Commercial & Industrial										
Large Business Energy Solutions	\$ 1,494,566	76%	97,303	1,086,175	-	67,413	1,063,180	102%	205	76%
Small Business Energy Solutions	\$ 1,087,700	67%	143,067	1,621,608	6703%	30,384	476,742	46%	4,852	169%
Sub-total	\$ 2,582,266	72%	240,370	2,707,783	-	97,797	1,539,922	93%	5,057	161%
Total Gas	\$ 5,627,809	80%	403,437	5,956,570	75%	126,398	2,100,520	93%	7,378	136%
Grand Total	\$ 30,136,964	92%	84,366,292	1,085,153,320	143%	174,898	3,004,759	90%	182,002	143%

Notes:

(1) Amounts shown above pertain only to the Statewide programs. The amounts pertaining to the Company-Specific programs are shown on page 3.

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Highlights
Company-Specific Programs ¹

Description	Program Expenses		kWh Savings			MMBtu Savings			Customers	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
Electric Utilities										
Residential										
Home Energy Reports	\$ 333,867	94%	4,540,000	12,450,000	1.75	-	-	-	50,000	100%
Education	\$ 7,125	-	-	-	-	-	-	-	-	-
Customer Engagement Platform	\$ 171,295	201%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses ²	\$ 29,045	35%	-	-	-	-	-	-	-	-
Sub-total	\$ 541,332	104%	4,540,000	12,450,000	1.75	-	-	-	50,000	100%
Commercial & Industrial										
Smart Start	\$ 11,909	23%	253,400	3,294,200	-	-	-	-	19	-
C&I Customer Partnerships	\$ 906	5%	-	-	-	-	-	-	-	-
C&I RFP Program	\$ 486,617	73%	2,055,773	25,506,559	1	-	-	-	8	209%
Education	\$ 226,645	71%	-	-	-	-	-	-	-	-
Customer Engagement Platform	\$ 256,942	83%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses ²	\$ 67,663	43%	-	-	-	-	-	-	-	-
Sub-total	\$ 1,050,682	69%	2,309,173	28,800,759	63%	-	-	-	27	345%
Total Residential and C&I	\$ 1,592,014	78%	6,849,173	41,250,759	87%	-	-	-	50,027	100%
Gas Utilities										
Residential										
Home Energy Reports	\$ 224,088	99%	-	-	-	11,722	39,855	122%	38,000	100%
Education	\$ -	-	-	-	-	-	-	-	-	-
Sub-total	\$ 224,088	99%	-	-	-	11,722	39,855	122%	38,000	100%
Commercial & Industrial										
Education	\$ 26,235	33%	-	-	-	-	-	-	-	-
Sub-total	\$ 26,235	33%	-	-	-	-	-	-	-	-
Total Residential and C&I	\$ 250,322	110%	-	-	-	11,722	39,855	122%	38,000	100%
Grand Total	\$ 1,842,336	81%	6,849,173	41,250,759	87%	11,722	39,855	122%	88,027	176%

Notes:

- (1) Amounts shown above pertain only to the Company-Specific programs. The amounts pertaining to the Statewide programs are shown on page 2.
Company-specific includes company-specific programs, education, forward capacity market and loan program implementation expenses.
- (2) Amounts shown are expenses related to the electric utilities' participation in ISO-NE's Forward Capacity Market. Revenues received from ISO-NE are reported on page 18.

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Highlights
Home Energy Assistance Program ¹

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expense: Budget ²	\$ 392,168	\$ 284,308	\$ 3,450,394	\$ 538,874	\$ 4,665,744	\$ 1,005,700	\$ 241,086	\$ 1,246,786	\$ 5,912,529
(Utility Program) Actual	\$ 352,518	\$ 280,148	\$ 2,930,672	\$ 388,231	\$ 3,951,570	\$ 825,671	\$ 221,119	\$ 1,046,790	\$ 4,998,360
Percent	90%	99%	85%	72%	85%	82%	92%	84%	85%
Program Incentives: Budget ³	\$ 296,087	\$ 213,623	\$ 3,029,370	\$ 421,537	\$ 3,960,617	\$ 820,000	\$ 173,500	\$ 993,500	\$ 4,954,117
(Utility Program) Actual ⁴	\$ 220,084	\$ 187,176	\$ 2,183,511	\$ 230,864	\$ 2,821,634	\$ 574,970	\$ 125,167	\$ 700,137	\$ 3,521,771
Percent	74%	88%	72%	55%	71%	70%	72%	70%	71%
Customers Served: Goal	42	35	500	71	648	198	42	240	889
Actual ^{5,6}	48	32	591	51	722	227	35	262	984
Percent	113%	91%	118%	72%	111%	114%	83%	109%	111%
Collaboration: Actual Collaborated Funds ⁷	\$ 53,166	\$ 131,947	\$ 930,578	\$ 18,831	\$ 1,134,521	\$ 57,705	\$ 45,625	\$ 103,330	\$ 1,237,851
Total Actual Expenses (Utility + Collaboration)	\$ 405,684	\$ 319,122	\$ 3,114,088	\$ 249,695	\$ 4,088,589	\$ 632,675	\$ 170,792	\$ 803,467	\$ 4,892,056
% of Total Actual Expenses	13%	41%	30%	8%	28%	9%	27%	13%	25%
Collaborated Units	24	157	415	14	610	31	23	54	664
% of Total Customers Served	50%	491%	70%	27%	84%	14%	66%	21%	67%
Heating Systems: Actual Incentives	\$ 42,382	\$ 19,699	\$ 437,195	\$ 18,606	\$ 517,882	\$ 93,853	\$ 27,100	\$ 120,953	\$ 638,835
% of HEA Utility Total Budget	11%	7%	13%	3%	11%	9%	11%	10%	11%
Dwelling Mix:									
Single Family	30	32	421	35	518	81	27	108	626
Multi-Family	18		170	16	204	146	8	154	358
Total	48	32	591	51	722	227	35	262	984

Notes:

- (1) Program savings results are shown on page 8.
- (2) Program budget and actual numbers are based on total expenditures
- (3) Reflects Program "Rebates/Services" only.
- (4) Program incentives are based on the HEA tracking system and do not include items not billed in the tracking system, such as heating system incentives and quality assurance costs.
- (5) Program participation is based on the HEA tracking system and does not align with the program participation numbers on page 8 due to timing difference:
Program participation numbers on page 8 are based on the invoices that have been processed through the end of the first quarter whereas the HEA tracking system reflects real-time number of participant:
A true-up to actual number of participants is completed at year-end
- (6) Number of customers served by county are as follows

	Belknap	Carroll	Cheshire	Coos	Grafton	Hillsborough	Merrimack	Rockingham	Strafford	Sullivan	Total
Electric	16	42	12	56	54	292	71	129	36	14	722
Gas	0	0	0	0	0	184	43	26	9	0	262
Total											984

- (7) Collaborated funds may include funding from numerous sources including the Department of Energy, town assistance, Community Development Block grants and also from other utilities. For example, if Eversource and Liberty Utilities-Gas worked on a joint project, Eversource includes the incentives from Liberty-Gas as part of its collaboration funds and Liberty-Ga includes incentives from Eversource as collaboration funds

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Highlights
CO₂ Emissions Reductions

Description	Units	CO2 Emission Factors In lbs Per Unit ¹	CO2 Emission Factors In Metric Tons Per Unit	Electric Utilities			Gas Utilities		Grand Total			
				YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons		YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons	YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons		
					All Programs (All funding sources)	RGGI Funded Portion				All Programs (All funding sources)	RGGI Funded Portion	
Annual												
Electricity ²	MWH	1,087.000	0.4930	90,812	44,768	3,121	403	199	91,215	44,967	3,121	
Natural Gas	MMBtu	117.080	0.0531	2,631	140	2	138,120	7,334	140,752	7,474	2	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	18,374	1,345	71	-	-	18,374	1,345	71	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	2,344	170	17	-	-	2,344	170	17	
LPG	MMBtu	139.178	0.0631	-	-	-	-	-	-	-	-	
Propane	MMBtu	139.178	0.0631	22,194	1,401	448	-	-	22,194	1,401	448	
Wood	MMBtu	-	-	3,322	-	-	-	-	3,322	-	-	
Wood Pellet	-	-	-	-	-	-	-	-	-	-	-	
Other	MMBtu	-	-	-	-	-	-	-	-	-	-	
Total Annual Emissions Reductions					47,823	3,658		7,533		55,355	3,658	
Lifetime												
Electricity ²	MWH	1,087.000	0.4930	1,120,448	552,348	43,167	5,957	2,936	1,126,404	555,284	43,167	
Natural Gas	MMBtu	117.080	0.0531	53,113	2,820	55	2,140,375	113,649	2,193,488	116,469	55	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	378,253	27,685	1,434	-	-	378,253	27,685	1,434	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	51,258	3,709	370	-	-	51,258	3,709	370	
LPG	MMBtu	139.178	0.0631	-	-	-	-	-	-	-	-	
Propane	MMBtu	139.178	0.0631	466,810	29,465	7,237	-	-	466,810	29,465	7,237	
Wood	MMBtu	-	-	71,549	-	-	-	-	71,549	-	-	
Wood Pellet	-	-	-	-	-	-	-	-	-	-	-	
Other	-	-	-	-	-	-	-	-	-	-	-	
Total Lifetime Emissions Reductions					616,026	52,263		116,585		732,611	52,263	

Notes:

- (1) Source of CO2 Emission Factors in lbs/unit for all other fuels:
- (2) Source of CO2 Emission Factors in lbs/unit for electricity:

http://www.eia.gov/electricity/annual/html/epa_a_03.html
Based on 2009 Greenhouse Gas Emissions Reduction Fund Grant Guidelines for CO₂ emission conversion factor for electrically powered equipment.

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Highlights
Annual Savings by Fuel Type

Program	Electric Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Oil	Natural Gas	LP	Kerosene	Wood	Wood Pellet	Other	Total	Electricity
Home Energy Assistance	7,898	309	2,569	2,273	1,282	-	-	14,331	674,148
ENERGY STAR Homes	233	1,432	9,466	-	152	-	-	11,283	1,313,258
NH Home Performance w/Energy Star	9,133	160	3,321	71	1,888	-	-	14,573	500,808
ENERGY STAR Products	941	730	8	-	-	-	-	1,680	13,901,898
Large Business Energy Solutions	-	-	-	-	-	-	-	-	44,575,501
Small Business Energy Solutions	-	-	-	-	-	-	-	-	16,734,937
Municipal Program	169	-	6,830	-	-	-	-	6,999	6,262,305
Company-Specific Programs	-	-	-	-	-	-	-	-	6,849,173
Total	18,374	2,631	22,194	2,344	3,322	-	-	48,866	90,812,029

Program	Gas Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Oil	Natural Gas	LP	Kerosene	Wood	Wood Pellet	Other	Total	Electricity
Home Energy Assistance	-	5,577	-	-	-	-	-	5,577	42,103
ENERGY STAR Homes	-	3,174	-	-	-	-	-	3,174	67,388
NH Home Performance w/Energy Star	-	4,512	-	-	-	-	-	4,512	9,932
ENERGY STAR Products	-	15,338	-	-	-	-	-	15,338	43,644
Large Business Energy Solutions	-	67,413	-	-	-	-	-	67,413	97,303
Small Business Energy Solutions	-	30,384	-	-	-	-	-	30,384	143,067
Municipal Program	-	-	-	-	-	-	-	-	-
Company-Specific Programs	-	-	-	-	-	-	-	-	253,400
Total	-	126,398	-	-	-	-	-	126,398	656,837

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Summary of Results by Utility
Statewide & Company-Specific Programs Combined ¹

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 2,318,004	\$ 1,689,123	\$ 20,479,559	\$ 3,425,992	\$ 27,912,678	\$ 5,913,720	\$ 1,418,175	\$ 7,331,895	\$ 35,244,573
	Actual	\$ 2,150,162	\$ 1,538,715	\$ 19,407,598	\$ 3,004,694	\$ 26,101,168	\$ 4,489,953	\$ 1,388,179	\$ 5,878,132	\$ 31,979,300
	Percent	93%	91%	95%	88%	94%	76%	98%	80%	91%
Program Participation	Goal	11,442	11,792	132,446	16,894	172,575	42,793	626	43,419	215,994
	Actual	12,631	55,306	145,692	11,023	224,651	44,786	592	45,378	270,029
	Percent	110%	469%	110%	65%	130%	105%	95%	105%	125%
Annual kWh Savings	Goal	5,128,578	3,332,083	49,938,422	6,701,632	65,100,715	305,636	91,421	397,056	65,497,771
	Actual	6,348,186	3,861,417	73,115,059	7,487,366	90,812,029	313,765	343,072	656,837	91,468,865
	Percent	124%	116%	146%	112%	139%	103%	375%	165%	140%
Lifetime kWh Savings	Goal	66,814,095	41,587,069	609,716,972	81,223,208	799,341,344	6,135,700	1,796,785	7,932,485	807,273,829
	Actual	83,855,513	45,157,750	897,354,109	94,080,137	1,120,447,508	4,226,862	1,729,708	5,956,570	1,126,404,079
	Percent	126%	109%	147%	116%	140%	69%	96%	75%	140%
Annual MMBtu Savings	Goal	3,319	3,427	40,316	4,970	52,032	123,554	30,576	154,129	206,161
	Actual	2,324	3,546	39,709	2,921	48,500	103,782	34,338	138,120	186,620
	Percent	70%	103%	98%	59%	93%	84%	112%	90%	91%
Lifetime MMBtu Savings	Goal	75,720	69,989	816,707	100,947	1,063,363	1,691,628	607,035	2,298,663	3,362,025
	Actual	47,753	71,580	726,769	58,137	904,239	1,575,931	564,444	2,140,375	3,044,614
	Percent	63%	102%	89%	58%	85%	93%	93%	93%	91%

(1) Company-specific includes company-specific programs, education, forward capacity market and loan program implementation expenses.

**4th Quarter Report
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**Program Results
Home Energy Assistance (HEA)**

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 392,168	\$ 284,308	\$ 3,450,394	\$ 538,874	\$ 4,665,744	\$ 1,005,700	\$ 241,086	\$ 1,246,786	\$ 5,912,529
	Actual	\$ 352,518	\$ 280,148	\$ 2,930,672	\$ 388,231	\$ 3,951,570	\$ 825,671	\$ 221,119	\$ 1,046,790	\$ 4,998,360
	Percent	90%	99%	85%	72%	85%	82%	92%	84%	85%
Program Participation	Goal	42	35	500	71	648	198	42	240	889
	Actual	48	32	591	51	722	227	35	262	984
	Percent	113%	91%	118%	72%	111%	114%	83%	109%	111%
Annual kWh Savings	Goal	42,396	41,277	429,220	36,129	549,022	50,719	19,510	70,229	619,251
	Actual	69,052	35,631	532,325	37,140	674,148	38,089	4,014	42,103	716,251
	Percent	163%	86%	124%	103%	123%	75%	21%	60%	116%
Lifetime kWh Savings	Goal	530,488	500,121	5,979,861	476,109	7,486,579	1,014,887	353,988	1,368,875	8,855,454
	Actual	1,016,583	505,550	7,205,056	520,565	9,247,755	880,615	80,278	960,893	10,208,648
	Percent	192%	101%	120%	109%	124%	87%	23%	70%	115%
Annual MMBtu Savings	Goal	967	966	11,489	1,892	15,314	5,302	1,207	6,509	21,822
	Actual	1,352	974	10,988	1,062	14,376	4,484	1,093	5,577	19,953
	Percent	140%	101%	96%	56%	94%	85%	91%	86%	91%
Lifetime MMBtu Savings	Goal	21,427	18,638	235,517	37,504	313,086	106,032	23,672	129,704	442,790
	Actual	27,809	21,203	137,617	23,756	210,385	94,136	21,089	115,225	325,610
	Percent	130%	114%	58%	63%	67%	89%	89%	89%	74%

4th Quarter Report
January 2017 - December 2017

Program Results
ENERGY STAR Homes

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 102,031	\$ 172,764	\$ 1,147,211	\$ 130,000	\$ 1,552,006	\$ 118,840	\$ 160,496	\$ 279,336	\$ 1,831,342
	Actual	\$ 53,335	\$ 129,651	\$ 1,218,908	\$ 101,427	\$ 1,503,321	\$ 110,983	\$ 170,911	\$ 281,894	\$ 1,785,216
	Percent	52%	75%	106%	78%	97%	93%	106%	101%	97%
Program Participation	Goal	37	22	377	18	454	44	42	86	540
	Actual	10	12	416	31	469	44	52	96	565
	Percent	27%	55%	110%	168%	103%	100%	124%	112%	105%
Annual kWh Savings	Goal	49,090	228,636	986,318	36,136	1,300,180	28,722	42,528	71,251	1,371,431
	Actual	99,033	103,682	1,039,389	71,154	1,313,258	2,060	65,328	67,388	1,380,646
	Percent	202%	45%	105%	197%	101%	7%	154%	95%	101%
Lifetime kWh Savings	Goal	1,015,973	5,607,177	22,488,505	685,521	29,797,177	718,062	969,984	1,688,047	31,485,223
	Actual	2,448,824	2,560,947	24,936,136	1,210,485	31,156,392	51,500	1,318,305	1,369,805	32,526,197
	Percent	241%	46%	111%	177%	105%	7%	136%	81%	103%
Annual MMBtu Savings	Goal	1,106	917	9,336	665	12,023	1,829	1,277	3,105	15,128
	Actual	32	959	9,804	487	11,282	2,113	1,061	3,174	14,456
	Percent	3%	105%	105%	73%	94%	116%	83%	102%	96%
Lifetime MMBtu Savings	Goal	27,622	22,869	233,057	16,600	300,148	45,716	31,682	77,398	377,546
	Actual	798	23,978	245,095	12,156	282,027	52,828	26,270	79,098	361,125
	Percent	3%	105%	105%	73%	94%	116%	83%	102%	96%

4th Quarter Report
January 2017 - December 2017

Program Results
Home Performance With ENERGY STAR (HPwES)

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 185,503	\$ 218,456	\$ 2,161,079	\$ 300,000	\$ 2,865,037	\$ 583,360	\$ 136,849	\$ 720,209	\$ 3,585,246
	Actual	\$ 150,506	\$ 148,637	\$ 1,365,080	\$ 212,691	\$ 1,876,914	\$ 353,716	\$ 119,938	\$ 473,654	\$ 2,350,568
	Percent	81%	68%	63%	71%	66%	61%	88%	66%	66%
Program Participation	Goal	61	61	1,070	61	1,253	207	30	237	1,490
	Actual	37	34	408	42	521	93	40	133	654
	Percent	61%	56%	38%	69%	42%	45%	133%	56%	44%
Annual kWh Savings	Goal	110,909	100,198	578,127	55,485	844,718	185,370	10,838	196,208	1,040,926
	Actual	88,831	62,332	302,598	47,047	500,808	6,667	3,265	9,932	510,740
	Percent	80%	62%	52%	85%	59%	4%	30%	5%	49%
Lifetime kWh Savings	Goal	1,919,084	1,725,672	6,843,259	874,567	11,362,582	3,707,398	183,566	3,890,964	15,253,546
	Actual	1,601,780	1,123,502	5,049,018	870,657	8,644,957	136,360	64,881	201,241	8,846,198
	Percent	83%	65%	74%	100%	76%	4%	35%	5%	58%
Annual MMBtu Savings	Goal	1,224	1,214	15,376	1,718	19,533	7,369	1,229	8,598	28,131
	Actual	795	731	11,497	1,141	14,164	3,563	949	4,512	18,676
	Percent	65%	60%	75%	66%	73%	48%	77%	52%	66%
Lifetime MMBtu Savings	Goal	26,425	24,288	306,920	36,502	394,135	156,463	25,504	181,967	576,103
	Actual	16,738	15,037	229,840	20,627	282,242	77,153	19,890	97,043	379,284
	Percent	63%	62%	75%	57%	72%	49%	78%	53%	66%

4th Quarter Report
 January 2017 - December 2017

Program Results
 ENERGY STAR Products

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 258,062	\$ 338,248	\$ 2,044,264	\$ 402,826	\$ 3,043,399	\$ 978,220	\$ 210,047	\$ 1,188,267	\$ 4,231,667
	Actual	\$ 251,359	\$ 308,155	\$ 2,058,667	\$ 340,905	\$ 2,959,087	\$ 988,565	\$ 254,640	\$ 1,243,205	\$ 4,202,292
	Percent	97%	91%	101%	85%	97%	101%	121%	105%	99%
Program Participation	Goal	10,704	11,582	79,497	16,661	118,444	1,322	397	1,719	120,163
	Actual	12,452	55,166	93,420	10,771	171,808	1,423	407	1,830	173,638
	Percent	116%	476%	118%	65%	145%	108%	103%	106%	145%
Annual kWh Savings	Goal	959,637	1,008,685	7,773,229	1,406,463	11,148,014	39,480	18,544	58,024	11,206,038
	Actual	983,122	1,492,691	10,127,794	1,298,291	13,901,898	27,419	16,225	43,644	13,945,542
	Percent	102%	148%	130%	92%	125%	69%	87%	75%	124%
Lifetime kWh Savings	Goal	7,897,008	8,361,371	69,878,393	11,832,790	97,969,563	671,160	289,248	960,408	98,929,971
	Actual	8,343,311	12,471,355	86,694,050	11,607,074	119,115,789	465,724	251,124	716,848	119,832,637
	Percent	106%	149%	124%	98%	122%	69%	87%	75%	121%
Annual MMBtu Savings	Goal	22	50	682	395	1,149	10,384	2,988	13,371	14,520
	Actual	28	51	1,369	231	1,679	11,851	3,487	15,338	17,017
	Percent	124%	102%	201%	59%	146%	114%	117%	115%	117%
Lifetime MMBtu Savings	Goal	246	554	7,502	4,341	12,643	178,693	50,525	229,218	241,861
	Actual	306	562	15,064	1,598	17,529	207,548	61,685	269,233	286,762
	Percent	124%	101%	201%	37%	139%	116%	122%	117%	119%

4th Quarter Report
January 2017 - December 2017

Program Results
Large Business Energy Solutions

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 724,050	\$ 209,679	\$ 5,257,680	\$ 804,856	\$ 6,996,265	\$ 1,563,100	\$ 413,844	\$ 1,976,944	\$ 8,973,209
	Actual	\$ 722,215	\$ 236,809	\$ 5,610,438	\$ 748,209	\$ 7,317,671	\$ 1,117,941	\$ 376,625	\$ 1,494,566	\$ 8,812,237
	Percent	100%	113%	107%	93%	105%	72%	91%	76%	98%
Program Participation	Goal	44	19	282	11	356	225	43	268	624
	Actual	24	14	300	23	361	188	17	205	566
	Percent	54%	74%	106%	209%	101%	84%	40%	76%	91%
Annual kWh Savings	Goal	2,378,149	1,056,642	20,649,115	2,851,064	26,934,970	-	-	-	26,934,970
	Actual	3,303,275	1,257,824	37,687,117	2,327,285	44,575,501	97,303	-	97,303	44,672,804
	Percent	139%	119%	183%	82%	165%	-	-	-	166%
Lifetime kWh Savings	Goal	34,390,514	13,736,351	284,362,894	37,063,830	369,553,589	-	-	-	369,553,589
	Actual	46,069,885	16,362,597	507,167,101	31,416,256	601,015,839	1,086,175	-	1,086,175	602,102,014
	Percent	134%	119%	178%	85%	163%	-	-	-	163%
Annual MMBtu Savings	Goal	-	-	-	-	-	50,253	19,472	69,725	69,725
	Actual	-	-	-	-	-	44,195	23,218	67,413	67,413
	Percent	-	-	-	-	-	88%	119%	97%	97%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	654,550	385,820	1,040,370	1,040,370
	Actual	-	-	-	-	-	707,862	355,318	1,063,180	1,063,180
	Percent	-	-	-	-	-	108%	92%	102%	102%

4th Quarter Report
 January 2017 - December 2017

Program Results
 Small Business Energy Solutions

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 424,265	\$ 241,342	\$ 3,104,617	\$ 686,088	\$ 4,456,313	\$ 1,373,000	\$ 241,453	\$ 1,614,453	\$ 6,070,766
	Actual	\$ 423,129	\$ 238,152	\$ 3,254,584	\$ 794,503	\$ 4,710,368	\$ 848,513	\$ 239,187	\$ 1,087,700	\$ 5,798,068
	Percent	100%	99%	105%	116%	106%	62%	99%	67%	96%
Program Participation	Goal	512	50	387	57	1,006	2,797	72	2,869	3,875
	Actual	51	37	422	84	594	4,811	41	4,852	5,446
	Percent	10%	74%	109%	147%	59%	172%	57%	169%	141%
Annual kWh Savings	Goal	1,259,303	718,002	9,330,764	1,597,407	12,905,478	1,344	-	1,344	12,906,822
	Actual	1,539,462	487,016	12,305,511	2,402,948	16,734,937	142,227	840	143,067	16,878,004
	Percent	122%	68%	132%	150%	130%	10582%	-	10645%	131%
Lifetime kWh Savings	Goal	16,697,063	9,334,031	113,826,834	20,944,074	160,802,002	24,192	-	24,192	160,826,194
	Actual	20,698,428	6,644,652	164,545,312	31,503,210	223,391,602	1,606,488	15,120	1,621,608	225,013,210
	Percent	124%	71%	145%	150%	139%	6641%	-	6703%	140%
Annual MMBtu Savings	Goal	-	-	-	-	-	38,717	4,404	43,121	43,121
	Actual	-	-	-	-	-	25,854	4,530	30,384	30,384
	Percent	-	-	-	-	-	67%	103%	70%	70%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	517,573	89,832	607,406	607,406
	Actual	-	-	-	-	-	396,550	80,192	476,742	476,742
	Percent	-	-	-	-	-	77%	89%	78%	78%

**4th Quarter Report
January 2017 - December 2017**

**Program Results
Municipal Program**

Description		Electric Utilities				Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	
Program Expenses	Budget	\$ 179,990	\$ 174,968	\$ 1,452,443	\$ 476,529	\$ 2,283,930
	Actual	\$ 161,473	\$ 158,370	\$ 1,483,617	\$ 386,763	\$ 2,190,223
	Percent	90%	91%	102%	81%	96%
Program Participation	Goal	41	23	325	15	405
	Actual	9	9	110	21	149
	Percent	22%	39%	34%	140%	37%
Annual kWh Savings	Goal	329,094	178,642	4,419,676	718,947	5,646,360
	Actual	265,410	168,842	4,524,552	1,303,501	6,262,305
	Percent	81%	95%	102%	181%	111%
Lifetime kWh Savings	Goal	4,363,964	2,322,346	58,769,686	9,346,316	74,802,312
	Actual	3,676,701	2,194,946	63,800,878	16,951,890	86,624,414
	Percent	84%	95%	109%	181%	116%
Annual MMBtu Savings	Goal	-	280	3,433	300	4,013
	Actual	117	831	6,051	-	6,999
	Percent	-	297%	176%	0%	174%
Lifetime MMBtu Savings	Goal	-	3,640	33,710	6,000	43,351
	Actual	2,102	10,800	99,153	-	112,055
	Percent	-	297%	294%	0%	258%

4th Quarter Report
January 2017 - December 2017

Company-Specific Programs
Liberty Utilities and the New Hampshire Electric Cooperative

Description		Liberty Utilities		New Hampshire Electric Cooperative	
		Gas		Electric	
		Home Energy Reports		Smart Start Program Administration	
Program Expenses	Budget	\$	227,000	\$	-
	Actual	\$	224,088	\$	2,160
	Percent		99%		N/A
Program Participation	Goal		38,000		-
	Actual		38,000		2
	Percent		100%		-
Annual kWh Savings	Goal		-		-
	Actual		-		253,400
	Percent		-		-
Lifetime kWh Savings	Goal		-		-
	Actual		-		3,294,200
	Percent		-		-
Annual MMBtu Savings	Goal		9,700		-
	Actual		11,722		-
	Percent		121%		-
Lifetime MMBtu Savings	Goal		32,600		-
	Actual		39,855		-
	Percent		122%		-

**4th Quarter Report
 January 2017 - December 2017**

**Program Results
 Company-Specific Programs
 Eversource**

Description		Smart Start	Customer	Home	C&I	C&I	Total
		Program	Engagement	Energy	RFP	Customer	
		Administration	Platform*	Reports	Program	Partnerships	
Program Expenses	Budget	\$ 52,000	\$ 396,007	\$ 355,118	\$ 668,687	\$ 20,061	\$ 1,491,872
	Actual	\$ 9,750	\$ 428,237	\$ 333,867	\$ 486,617	\$ 906	\$ 1,259,377
	Percent	19%	108%	94%	73%	5%	84%
Program Participation	Goal	-	-	50,000	4	4	50,008
	Actual	17	-	50,000	8	-	50,025
	Percent	-	-	100%	209%	-	100%
Annual kWh Savings	Goal	-	-	2,600,000	3,171,974	-	5,771,974
	Actual	-	-	4,540,000	2,055,773	-	6,595,773
	Percent	-	-	175%	65%	-	114%
Lifetime kWh Savings	Goal	-	-	7,131,184	40,436,356	-	47,567,540
	Actual	-	-	12,450,000	25,506,559	-	37,956,559
	Percent	-	-	175%	63%	-	80%

*Updates on the Customer Engagement Platform:

(1) Launched on March 31, 2016.

(2) Completed the following marketing efforts in NH:

- a. March 2016 edition of the Customer Update contained article with links to energy efficiency programs and online Energy Savings Plan.
- b. May 2016 eNewsletter promoted the Energy Savings Plan with customized energy savings recommendations.
- c. Promoted the Customer Engagement Platform in the September 2016 edition of the Eversource Customer Update eNewsletter.
- d. Eversource has redesigned the home page for the Energy Savings Plan to engage more users. When customers log into their account they will now see prompts to log-in to the Energy Savings Plan. Additionally, there are new links on Eversource.com to promote visitors to the Energy Savings Plan.
- e. Eversource has added significantly more social media content to promote the Energy Savings Plan to New Hampshire customers on Facebook and Twitter.
- f. Completed employee trainings for customer service representatives and members of the energy efficiency staff (234 people)
- g. November 2017 – Launched e-mail campaign to 110,000 customers testing 3 different messages to encourage new users
- h. Winter 2017/2018 – The Banner section on the Eversource.com home page is refreshed on a periodic basis. The message during winter 2017/2018 includes a link to CEP.

(3) Future marketing efforts planned in NH include:

- a. Email campaigns;
- b. Additional bill inserts;
- c. One-on-one roll out with largest customers; and
- d. Frequently scheduled posts on the Eversource NH Facebook and Twitter platforms.
- e. Integration of CEP widgets into the customers' account page on Eversource.com

4th Quarter Report
January 2017 - December 2017

Education Programs

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses									
Budget	\$ 23,435	\$ 39,358	\$ 210,000	\$ 45,000	\$ 317,793	\$ 64,500	\$ 14,400	\$ 78,900	\$ 396,693
Actual*	11,772	24,559	175,701	14,612	226,645	20,476	5,759	26,235	252,879
Percent	50%	62%	84%	32%	71%	32%	40%	33%	64%

*This reflects a credit for program reimbursements from the other program administrators received by Eversource for shared educational expenses in 2016.
See NHSaves for a list of all Energy Efficiency Events supported or promoted (<http://www.nhsaves.com/events/>).

Activities

Residential Programs

Jan 23: Button Up workshop, Russell Elementary School, Rumney, NH
 Mar 16: Granite State South Board of Realtors, Londonderry, NH
 Mar 17-19: NH State Home Show, Radisson Conference Center, Manchester, NH
 Mar 25: The 2nd Annual Greater Concord Home Show, Everett Arena, Concord, NH
 Mar 20: NH Home Builders Home Show, Manchester, NH
 Mar 30: BPI Building Analyst Course, Lakes Region Community College, Laconia, NH
 May 23: Energy Codes and Zero Energy Homes Training, Manchester, NH
 May 18: Residential Code Training, Dover, NH
 May 20: Home Team NH: Seminar for New Home Owners, Manchester, NH
 May 24: The Energize 360 Seacoast Regional Energy Hub, Portsmouth, NH
 May 31: Energize 360: Take Control of Your Energy Future, Stratham, NH
 June 1: Certified Energy Manager Course, Laconia, NH
 June 9: White Mountain Oil and Propane Open House, North Conway, NH
 June 17: Home Depot host NHSaves, Concord, NH
 August 6: Home Depot hosts NHSaves, Nashua, NH
 August 21: Certified Energy Management Certification Course, Laconia, NH
 August 25: Building Operator Certification Level II Course, Laconia, NH
 September 13: Lowe's hosts NHSaves, Greenland, NH

September 14: Energy Codes and Zero Energy Homes Training, Atkinson, NH
 September 19: Button Up workshop, Plainfield Elementary School, Meriden, NH
 September 21: Lowe's hosts NHSaves, Epping, NH
 September 27: Lowe's hosts NHSaves, Greenland, NH
 October 2: Energy Codes and Zero Energy Homes Training, Woodstock, NH
 October 7: Home Depot hosts NHSaves, Keene, NH
 October 7: NHSaves ButtonUp Workshop, Keene, NH
 October 25: NHSaves ButtonUp Workshop, Derry, NH
 October 25: NHSaves ButtonUp Workshop, Littleton, NH
 November 2: NHSaves ButtonUp Workshop, Plymouth, NH
 November 3: Practical Applications for Heat Pumps, Meredith, NH
 November 4: NHSaves ButtonUp Workshop, Albany, NH
 November 8: NHSaves ButtonUp Workshop, Frankestown, NH
 November 13: NHSaves ButtonUp Workshop, Orford, NH
 November 13: NHSaves ButtonUp Workshop, Webinar
 December 6: NHSaves ButtonUp Workshop, Meredith, NH
 December 7: NHSaves ButtonUp Workshop, Lancaster, NH
 December 11: NHSaves ButtonUp Workshop, Exeter, NH

Jan - December: 157 presentations about energy efficiency have been made to 4,126 students at 39 schools across the state

Commercial Programs

Feb 24: Building Operator Certification Class, Lakes Region Community College, Laconia, NH
 Mar 9: Energy Efficiency LED Solutions Exposition, Radisson Conference Center, Manchester, NH
 April 7: CAIR Workshop, Anheuser Busch, Merrimack, NH
 May 6: State Employee Energy Fair, Concord, NH
 May 11: Commercial Code Training, Manchester, NH
 May 16: Commercial Code Training, Portsmouth, NH
 September 13: Commercial HVAC Upgrades and Maintenance, The Centennial Hotel, Concord, NH

September 20: Weatherization: Savings & Comfort for Small Business and Municipalities, Claremont, NH
 September 21: NH Commercial Energy Code and Beyond, Henniker, NH
 September 26, NH Commercial Energy Code and Beyond, North Woodstock, NH
 September 27: Commercial HVAC Upgrades and Maintenance, Nashua Country Club, Nashua, NH
 October 11: Business Networking Breakfast on Energy Efficiency, Lebanon, NH
 November 8: Tag Along on a Commercial Walk-Through Energy Audit, Portsmouth, NH
 November 14: Lighting and Lighting Controls for Small Business, Lebanon, NH

4th Quarter Report
January 2017 - December 2017

Forward Capacity Market (FCM) Proceeds and Expenses

Description	Electric Utilities				Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	
Estimated Annual FCM Proceeds	\$ 210,000	\$ 65,000	\$ 4,037,831	\$ 312,800	\$ 4,625,631
Estimated Annual FCM Expenses	\$ 28,500	\$ 10,000	\$ 160,000	\$ 41,820	\$ 240,320
Actual FCM Proceeds					
Qtr. 1	\$ 53,142	\$ 12,128	\$ 425,537	\$ 67,175	\$ 557,982
Qtr. 2	50,615	10,148	427,879	65,961	554,602
Qtr. 3	188,744	18,687	1,573,553	215,229	1,996,213
Qtr. 4	156,499	54,035	1,425,941	193,304	1,829,779
Total	\$ 448,999	\$ 94,997	\$ 3,852,910	\$ 541,669	\$ 4,938,575
Actual FCM Expenses					
Financial Assurance					
Qtr. 1	\$ -	\$ -	\$ -	\$ -	\$ -
Qtr. 2	-	-	1,000	1,000	2,000
Qtr. 3	-	-	-	-	-
Qtr. 4	-	-	-	-	-
Total	\$ -	\$ -	\$ 1,000	\$ 1,000	\$ 2,000
Other					
Qtr. 1	\$ 2,282	\$ -	\$ 5,164	\$ 3,141	\$ 10,587
Qtr. 2	18,635	6,368	19,111	12,471	56,585
Qtr. 3	1,789	4,267	11,073	331	17,460
Qtr. 4	1,147	-	8,237	410	9,794
Total	\$ 23,854	\$ 10,635	\$ 43,585	\$ 16,353	\$ 94,427
Total Financial Assurance & Other	\$ 23,854	\$ 10,634.8	\$ 44,585	\$ 17,353	\$ 96,427
Actual Net FCM Proceeds*	\$ 425,145	\$ 84,362	\$ 3,808,325	\$ 524,316	\$ 4,842,148

* The Statewide Electric Utilities leverage the Forward Capacity Market which provides additional energy efficiency funds to the NH Statewide energy efficiency programs. The FCM proceeds budget and actual FCM proceeds are allocated to the residential and the C&I sectors based on an estimate of each sector's contribution to peak demand reduction (approximately 30% for the Residential sector and 70% for the C&I sector). Initially approved by the Commission in its Order No. 24,930 in DE 08-130 dated January 5, 2009 (2009 Statewide Programs) and in all subsequent Statewide program Orders.

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Expenses By Activity
Residential Programs

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Home Energy Assistance	Internal Admin	\$ 4,750	\$ 26,995	\$ 111,965	\$ 52,895	\$ 196,604	\$ 12,990	\$ 27,133	\$ 40,123	\$ 236,727
	External Admin	715	7,605	9,334	3,058	20,712	1,833	1,282	3,115	23,827
	Rebate/Services	266,151	212,248	2,637,387	272,786	3,388,572	673,059	160,555	833,614	4,222,185
	Implementation Services	57,565	28,439	103,234	42,797	232,035	77,840	23,820	101,660	333,695
	Marketing	10,163	1,505	2,359	7,144	21,171	27,789	3,260	31,049	52,220
	EM&V	13,174	3,358	66,392	9,551	92,474	32,161	5,069	37,230	129,704
	Total	\$ 352,518	\$ 280,148	\$ 2,930,672	\$ 388,231	\$ 3,951,570	\$ 825,671	\$ 221,119	\$ 1,046,790	\$ 4,998,360
ENERGY STAR Homes	Internal Admin	\$ 902	\$ 11,032	\$ 37,227	\$ 12,755	\$ 61,917	\$ 3,721	\$ 18,060	\$ 21,781	\$ 83,697
	External Admin	219	2,546	3,104	737	6,605	248	853	1,101	7,706
	Rebate/Services	27,652	60,396	1,057,356	64,228	1,209,631	78,233	131,948	210,181	1,419,812
	Implementation Services	12,648	50,775	57,599	12,810	133,832	10,416	11,315	21,731	155,564
	Marketing	4,031	743	9,450	1,791	16,015	3,935	2,239	6,174	22,189
	EM&V	7,883	4,159	54,173	9,106	75,320	14,431	6,496	20,927	96,247
	Total	\$ 53,335	\$ 129,651	\$ 1,218,908	\$ 101,427	\$ 1,503,321	\$ 110,983	\$ 170,911	\$ 281,894	\$ 1,785,216
HP w/ENERGY STAR	Internal Admin	\$ 3,227	\$ 13,149	\$ 70,127	\$ 29,538	\$ 116,041	\$ 7,275	\$ 15,404	\$ 22,679	\$ 138,720
	External Admin	338	4,807	5,877	1,702	12,724	1,329	728	2,057	14,781
	Rebate/Services	119,569	80,945	1,061,284	98,697	1,360,495	246,861	78,476	325,337	1,685,832
	Implementation Services	12,072	45,971	162,712	71,516	292,271	49,418	20,600	70,018	362,289
	Marketing	8,948	832	12,394	5,924	28,098	24,830	1,851	26,681	54,779
	EM&V	6,352	2,933	52,686	5,314	67,284	24,003	2,879	26,882	94,166
	Total	\$ 150,506	\$ 148,637	\$ 1,365,080	\$ 212,691	\$ 1,876,914	\$ 353,716	\$ 119,938	\$ 473,654	\$ 2,350,568
ENERGY STAR Products	Internal Admin	\$ 3,656	\$ 27,176	\$ 66,336	\$ 39,534	\$ 136,703	\$ 10,846	\$ 23,667	\$ 34,513	\$ 171,216
	External Admin	438	6,272	5,530	2,285	14,525	1,486	3,957	5,443	19,967
	Rebate/Services	179,582	168,789	1,773,316	247,675	2,369,362	856,577	211,010	1,067,587	3,436,948
	Implementation Services	45,746	97,019	80,214	32,120	255,099	70,297	8,288	78,585	333,684
	Marketing	13,718	8,066	111,416	12,154	145,353	22,526	3,301	25,827	171,180
	EM&V	8,220	834	21,854	7,137	38,045	26,834	4,417	31,251	69,296
	Total	\$ 251,359	\$ 308,155	\$ 2,058,667	\$ 340,905	\$ 2,959,087	\$ 988,565	\$ 254,640	\$ 1,243,205	\$ 4,202,292

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Expenses by Activity
Residential Programs (Continued)

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas		
Other*	Internal Admin	\$ 3,847	\$ 1,082	\$ 15,842	\$ -	\$ 20,771	\$ -	\$ -	\$ -	\$ 20,771
	External Admin	-	-	1,321	-	1,321	-	-	-	1,321
	Rebate/Services	-	-	473,590	-	473,590	-	-	-	473,590
	Implementation Services	-	-	21,524	-	21,524	-	-	-	21,524
	Marketing	-	-	-	-	-	-	-	-	-
	EM&V	6,410	2,540	8,051	-	17,002	-	-	-	17,002
	Total	\$ 10,257	\$ 3,622	\$ 520,328	\$ -	\$ 534,207	\$ -	\$ -	\$ -	\$ 534,207
Total Residential	Internal Admin	\$ 16,382	\$ 79,434	\$ 301,497	\$ 134,722	\$ 532,036	\$ 34,831	\$ 84,264	\$ 119,095	\$ 651,131
	External Admin	1,709	21,230	25,166	7,782	55,887	4,896	6,820	11,716	67,603
	Rebate/Services	592,954	522,377	7,002,933	683,386	8,801,650	1,854,729	581,989	2,436,718	11,238,368
	Implementation Services	128,032	222,203	425,284	159,243	934,762	207,971	64,023	271,994	1,206,756
	Marketing	36,860	11,145	135,619	27,013	210,638	79,079	10,651	89,730	300,368
	EM&V	42,039	13,824	203,156	31,108	290,126	97,429	18,861	116,290	406,416
	Total	\$ 817,976	\$ 870,213	\$ 8,093,656	\$ 1,043,254	\$10,825,099	\$ 2,278,936	\$ 766,608	\$ 3,045,544	\$ 13,870,642
Total %	Internal Admin	2.0%	9.1%	3.7%	12.9%	4.9%	1.5%	11.0%	3.9%	4.7%
	External Admin	0.2%	2.4%	0.3%	0.7%	0.5%	0.2%	0.9%	0.4%	0.5%
	Rebate/Services	72.5%	60.0%	86.5%	65.5%	81.3%	81.4%	75.9%	80.0%	81.0%
	Implementation Services	15.7%	25.5%	5.3%	15.3%	8.6%	9.1%	8.4%	8.9%	8.7%
	Marketing	4.5%	1.3%	1.7%	2.6%	1.9%	3.5%	1.4%	2.9%	2.2%
	EM&V	5.1%	1.6%	2.5%	3.0%	2.7%	4.3%	2.5%	3.8%	2.9%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

* Other includes company-specific programs, education, forward capacity market and loan program implementation expenses.

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Expenses by Activity
C&I and Municipal Programs

		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Large Business Energy Solutions	Internal Admin	\$ 7,102	\$ 21,854	\$ 170,612	\$ 64,975	\$ 264,543	\$ 18,930	\$ 26,614	\$ 45,544	\$ 310,087
	External Admin	1,281	5,044	14,224	4,569	25,118	2,849	7,253	10,102	35,220
	Rebate/Services	553,372	164,803	4,897,593	590,406	6,206,175	880,739	272,254	1,152,993	7,359,167
	Implementation Services	118,713	43,155	445,960	63,154	670,982	127,238	61,917	189,155	860,136
	Marketing	17,463	1,282	20,159	10,838	49,741	36,700	3,506	40,206	89,947
	EM&V	24,284	671	61,891	14,267	101,113	51,485	5,081	56,566	157,679
	Total		\$ 722,215	\$ 236,809	\$ 5,610,438	\$ 748,209	\$ 7,317,671	\$ 1,117,941	\$ 376,625	\$ 1,494,566
Small Business Energy Solutions	Internal Admin	\$ 4,451	\$ 21,217	\$ 100,745	\$ 67,335	\$ 193,747	\$ 18,422	\$ 52,811	\$ 71,233	\$ 264,981
	External Admin	812	4,896	8,399	3,894	18,001	2,502	10,579	13,081	31,082
	Rebate/Services	306,994	141,113	2,668,456	656,145	3,772,708	627,214	142,903	770,117	4,542,825
	Implementation Services	75,491	62,578	367,295	38,994	544,357	112,085	14,892	126,977	671,334
	Marketing	11,390	1,485	8,069	7,799	28,743	42,625	9,298	51,923	80,666
	EM&V	23,992	6,862	101,621	20,336	152,811	45,665	8,704	54,369	207,180
	Total		\$ 423,129	\$ 238,152	\$ 3,254,584	\$ 794,503	\$ 4,710,368	\$ 848,513	\$ 239,187	\$ 1,087,700
Municipal	Internal Admin	\$ 1,338	\$ 14,567	\$ 47,132	\$ 41,895	\$ 104,931	\$ -	\$ -	\$ -	\$ 104,931
	External Admin	328	3,362	3,929	3,604	11,223	-	-	-	11,223
	Rebate/Services	116,407	107,549	1,371,148	299,276	1,894,380	-	-	-	1,894,380
	Implementation Services	29,432	30,105	14,254	19,185	92,977	-	-	-	92,977
	Marketing	4,471	1,245	2,760	8,680	17,155	-	-	-	17,155
	EM&V	9,498	1,543	44,393	14,123	69,558	-	-	-	69,558
	Total		\$ 161,473	\$ 158,370	\$ 1,483,617	\$ 386,763	\$ 2,190,223	\$ -	\$ -	\$ -
Other*	Internal Admin	\$ 5,660	\$ 5,063	\$ 38,627	\$ 4,280	\$ 53,630	\$ 463	\$ -	\$ 463	\$ 54,092
	External Admin	-	586	3,220	5,948	9,754	-	-	-	9,754
	Rebate/Services	11,212	20,338	803,117	-	834,667	20,013	-	20,013	854,679
	Implementation Services	-	3,029	43,998	14,612	61,639	-	5,491	5,491	67,130
	Marketing	-	149	56,873	-	57,022	-	268	268	57,290
	EM&V	8,497	6,006	19,467	-	33,970	-	-	-	33,970
	Total		\$ 25,369	\$ 35,170	\$ 965,303	\$ 24,840	\$ 1,050,682	\$ 20,476	\$ 5,759	\$ 26,235

* Other includes company-specific programs, education, forward capacity market and loan program implementation expenses.

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Expenses by Activity
C&I and Municipal Program Total and Grand Total (Residential, C&I and Municipal)

		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Total C&I and Municipal	Internal Admin	\$ 18,549	\$ 62,701	\$ 357,115	\$ 178,485	\$ 616,850	\$ 37,816	\$ 79,425	\$ 117,241	\$ 734,091
	External Admin	2,421	13,888	29,773	18,015	64,096	5,351	17,832	23,183	87,279
	Rebate/Services	987,984	433,804	9,740,314	1,545,827	12,707,930	1,527,965	415,157	1,943,122	14,651,051
	Implementation Services	223,636	138,867	871,507	135,945	1,369,954	239,322	82,300	321,622	1,691,577
	Marketing	33,323	4,161	87,861	27,317	152,662	79,325	13,072	92,397	245,059
	EM&V	66,272	15,082	227,373	48,726	357,452	97,150	13,785	110,935	468,387
	Total	\$ 1,332,186	\$ 668,501	\$ 11,313,942	\$ 1,954,315	\$ 15,268,944	\$ 1,986,929	\$ 621,571	\$ 2,608,500	\$ 17,877,445
Total C&I and Municipal %	Internal Admin	1.4%	9.4%	3.2%	9.1%	4.0%	1.9%	12.8%	4.5%	4.1%
	External Admin	0.2%	2.1%	0.3%	0	0.4%	0.3%	2.9%	0.9%	0.5%
	Rebate/Services	74.2%	64.9%	86.1%	79.1%	83.2%	76.9%	66.8%	74.5%	82.0%
	Implementation Services	16.8%	20.8%	7.7%	0	9.0%	12.0%	13.2%	12.3%	9.5%
	Marketing	2.5%	0.6%	0.8%	1.4%	1.0%	4.0%	2.1%	3.5%	1.4%
	EM&V	5.0%	2.3%	2.0%	2.5%	2.3%	4.9%	2.2%	4.3%	2.6%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Grand Total (Residential, C&I and Municipal)	Internal Admin	\$ 34,932	\$ 142,135	\$ 658,613	\$ 313,207	\$ 1,148,886	\$ 72,647	\$ 163,689	\$ 236,336	\$ 1,385,222
	External Admin	4,130	35,117	54,939	25,797	119,983	10,247	24,652	34,899	154,882
	Rebate/Services	1,580,938	956,181	16,743,247	2,229,213	21,509,580	3,382,694	997,146	4,379,840	25,889,420
	Implementation Services	351,668	361,070	1,296,791	295,188	2,304,716	447,293	146,323	593,616	2,898,332
	Marketing	70,184	15,306	223,480	54,330	363,300	158,404	23,723	182,127	545,427
	EM&V	108,310	28,906	430,528	79,834	647,578	194,579	32,646	227,225	874,803
	Total	\$ 2,150,162	\$ 1,538,715	\$ 19,407,598	\$ 2,997,569	\$ 26,094,043	\$ 4,265,865	\$ 1,388,179	\$ 5,654,044	\$ 31,748,086
Grand Total % (Residential, C&I and Municipal)	Internal Admin	1.6%	9.2%	3.4%	10.4%	4.4%	1.7%	11.8%	4.2%	4.4%
	External Admin	0.2%	2.3%	0.3%	0.9%	0.5%	0.2%	1.8%	0.6%	0.5%
	Rebate/Services	73.5%	62.1%	86.3%	74.4%	82.4%	79.3%	71.8%	77.5%	81.5%
	Implementation Services	16.4%	23.5%	6.7%	9.8%	8.8%	10.5%	10.5%	10.5%	9.1%
	Marketing	3.3%	1.0%	1.2%	1.8%	1.4%	3.7%	1.7%	3.2%	1.7%
	EM&V	5.0%	1.9%	2.2%	2.7%	2.5%	4.6%	2.4%	4.0%	2.8%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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Evaluation, Monitoring and Verification (EM&V)

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas		
Program Expenses	Budget	\$ 137,975	\$ 84,459	\$ 1,014,813	\$ 185,647	\$ 1,422,894	\$ 299,200	\$ 71,138	\$ 370,338	\$ 1,793,232
	Actual	\$ 108,310	\$ 28,906	\$ 430,528	\$ 79,834	\$ 647,578	\$ 203,248	\$ 32,646	\$ 235,894	\$ 883,472
	Percent	78%	34%	42%	43%	46%	68%	46%	64%	49%

Notes:

- (1) The Evaluation, Monitoring and Verification budget is based on 5% of the annual Statewide Energy Efficiency Program budget
(2) The actual EM&V expenses for each program are included in the expense totals reported for each program

Status of EM&V Studies:

	Est. Cost	Vendor	Status
Treat/Otter Auditing/Tracking Software	\$150,000	PSD	Annual cost billed monthly
NEEP/CEE Regional/National M&E:	\$100,000	NEEP	Ongoing
- Early Replacement Measures, Phase 2 (Gas)		Evergreen Economics	Completed: 11-4-2015
2015 NEEP Carryover Initiatives			
- Incremental Cost Research (Emerging Technologies)		NEEP	Completed: Q2 2016
- Net Savings Guidelines & Supporting Research		NEEP	Completed: Q2 2016
- Loadshape Data Catalog		NEEP	Completed: Q2 2016
2016 NEEP Initiatives			
- Steering Committee Facilitation & Info Exchange		NEEP	Completed: Q4 2016
- EM&V Protocols, Reporting Tools & Training		NEEP	Completed: Q4 2016
- EM&V 2.0 - Advanced Data Collection & Data Analytics		NEEP	Ongoing thru 2019
- EM&V for EE & Demand Side Energy Resources Integration		NEEP	Completed: Q4 2016
- EM&V for New Technologies & Program Models		NEEP	Completed: Q4 2016
- State EE Data Analysis & Trends (REED database)		NEEP	Annual, Completed: Q4 2016
2017 NEEP Initiatives			
- Market Transformation for Advanced Efficiency Solutions		NEEP	Completed: Q4 2017
- Advanced Efficiency Leadership Network		NEEP	Completed: Q4 2017
- Resilient, High Performance Buildings & Communities		NEEP	Completed: Q4 2017
- Efficient Strategic Electrification		NEEP	Completed: Q4 2017
- NEI technical assistance report		NEEP	Completed: Q2 2017
Energy Star Homes - Process & Impact Evaluation	\$160,000	ERS	Completed: Q4 2017
Small Business Lighting - Impact Evaluation	\$180,000	DNV-GL	ECD: Q2 2018
Home Energy Reports Pilot Program Evaluation (Eversource)	\$61,000	Navigant	Completed: 3-24-2016
NE Avoided Energy Supply Cost Study (2018)	\$58,338	Synapse Energy Economics, Inc.	ECD: Q2 2018
Energy Star Products RFP	\$245,660	The Cadmus Group LLC	ECD: Q3 2018
Home Energy Assistance Impact, Process, and Low-Income NEI Evaluation	TBD	TBD	ECD: Q1/Q2 2019
Home Performance with Energy Star Impact and Process Evaluation	TBD	TBD	ECD: Q1/Q2 2019
Non-Lighting Impact and Process Evaluation for Multiple C&I Programs	TBD	TBD	ECD: Q1/Q2 2019
Crosscutting Non-Energy Impacts Study	TBD	TBD	ECD: Q2 2019
Energy Efficiency Market Assessment	TBD	TBD	ECD: Q3 2018

Evaluations available at: http://www.puc.state.nh.us/Electric/Monitoring%20and%20Evaluation%20Reports/Monitoring_Evaluation_Report_List.htm

**4th Quarter Report
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Revolving Loan Fund (RLF)

Description		Electric Utilities			
		Liberty Utilities	NHEC	Eversource	Unitil
Amount Available to Loan					
	Revolving Loan Fund ¹	\$ 303,000	\$ 296,558	\$ 690,000	\$ 800,250
	Less: Loans	512,299	559,354	1,451,085	1,275,572
	Plus: Loan Payments Received	308,972	468,994	1,210,313	820,429
	Current Balance	99,673	206,197	449,228	345,106
	Less: Loans in Process	-	-	-	1,541
	Less: Potential Loans	-	7,381	14,000	-
	Amount Available to Loan	\$ 99,673	\$ 198,816	\$ 435,228	\$ 343,565
Maximum Loans and Maximum Term					
Residential	Maximum Loan	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000
	Maximum Term	7 years	7 years	7 years	7 years
Municipal and C&I ²	Maximum Loan	\$ 50,000	\$ -	\$ -	\$ 50,000
	Maximum Term	10 years	Smart Start	Smart Start	10 years
Year-to-date Project Financing Information					
Residential	No. of Projects Financed	-	7	11	1
	Average Loan Amount	\$ -	\$ 2,207	\$ 1,893	\$ 1,541
Municipal and C&I ²	No. of Projects Financed	1	-	-	5
	Average Loan Amount	47,262	N/A	N/A	12,278

Notes:

(1) Includes funds from a RGGI-funded grant awarded to the Electric Utilities in 2009 and Statewide Energy Efficiency Program funds.

(2) Not applicable to the NHEC and Eversource. Utilize SmartStart Loan Program.

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January 2017 - December 2017**

Smart Start Program

Description	NHEC	Eversource
Year-to-Date Amount Available to Loan		
Loan Fund Balance ¹	\$ 692,233	\$ 343,482
Less: Year-to-Date Loans	133,509	1,086,708
Plus: Loan Repayments (excluding reserve for bad debt)	64,390	872,625
Current Balance	\$ 623,114	\$ 129,398
Less: Loans in Process	-	-
Less: Potential Loans	-	-
Less: Future Committed Loans	-	-
Add: Anticipated Loan Repayments Thru Year End	-	-
Amount Available to Loan	\$ 623,114	\$ 129,398
Year-to-Date Reserve for Bad Debt (Uncollectibles)		
Initial Balance ¹	Not Applicable	\$ 257,777
Plus: Bad Debt Collections ²	-	43,631
Less: Bad Debt Charges	-	-
Ending Balance	\$ -	\$ 301,408
Year-to-date Administrative and Implementation Expenses ³	\$ 2,160	\$ 7,486
Year-to-date Payments to Contractors Supporting Customer Projects	\$ 49,659	\$ 279,630
Year-to-date Performance Incentive ⁴	Not Applicable	\$ 52,358
Year-to-date Project Financing Information		
Municipal and C&I ⁵		
No. of Projects Financed	2	17
Total Loan Amount	\$ 133,509	\$ 1,086,708
Average Loan Amount	\$ 66,755	\$ 63,924
Lifetime kWh Savings ⁶	1,352,429	11,028,296
Lifetime MMBTU Savings ⁶	-	-
Lifetime kWh Savings ⁷	3,294,200	-
Lifetime MMBTU Savings ⁷	-	-
Lifetime Electric Bill Savings	\$ 494,325	\$ 106,584

Notes:

- (1) As of June 1, 2017.
- (2) 5% of the loan amount is reserved for uncollectibles.
- (3) Eversource's Annual Budget: \$52,000 (see page 16).
- (4) The performance incentive is based on 6% of the loan repayments, excluding the reserve for bad debt.
- (5) C&I not applicable to Eversource; Municipal only.
- (6) Also reported in the applicable C&I program report.
- (7) Incremental savings also reported on Company Specific Programs (see page 15)

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Residential Third Party Financing Option
Funded Through the Statewide Programs

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas ¹	Sub-total Gas	
Amount Available for Interest Rate Buy-Downs									
Budget	\$ 4,780	\$ 8,000	\$ 47,600	\$ 20,000	\$ 80,380	\$ 36,920	\$ 10,000	\$ 46,920	\$ 127,300
Less: Interest Rate Buy-Downs Paid	\$ 747	\$ 3,009	\$ 8,245	\$ 772	\$ 12,773	\$ 11,931	\$ 6,976	\$ 18,907	\$ 31,680
Remaining Budget	\$ 4,033	\$ 4,991	\$ 39,355	\$ 19,228	\$ 67,607	\$ 24,989	\$ 3,024	\$ 28,013	\$ 95,620
Less: Potential Interest Rate Buy-Downs ¹	\$ -	\$ -	\$ 11,698	\$ -	\$ 11,698	\$ -	\$ -	\$ -	\$ 11,698
Amount Available for Interest Rate Buy-Downs	\$ 4,033	\$ 4,991	\$ 27,657	\$ 19,228	\$ 55,909	\$ 24,989	\$ 3,024	\$ 28,013	\$ 83,922
Year-to-date Project Loan Information									
No. of Projects Financed	4	4	21	1	30	16	12	28	58
Total Project Cost ²	\$ 25,490	\$ 40,295	\$ 183,358	\$ 9,744	\$ 258,887	\$ 141,717	\$ 41,374	\$ 183,091	\$ 441,978
Average Project Cost ²	\$ 6,373	\$ 10,074	\$ 8,731	\$ 9,744	\$ 8,630	\$ 8,857	\$ 3,448	\$ 6,539	\$ 7,620
Total Loan Amount	\$ 14,529	\$ 32,977	\$ 103,353	\$ 8,284	\$ 159,143	\$ 117,891	\$ 76,519	\$ 194,410	\$ 353,553
Average Loan Amount	\$ 3,632	\$ 8,244	\$ 4,922	\$ 8,284	\$ 5,305	\$ 7,368	\$ 6,377	\$ 6,943	\$ 6,096
Average Loan Term (years)	2.9	4.3	3.7	5.0	3.7	4.5	4.3	4.4	4.0
Total Interest Rate Buy-Down Amount	\$ 747	\$ 3,009	\$ 8,245	\$ 772	\$ 12,773	\$ 11,931	\$ 6,976	\$ 18,907	\$ 31,680
Average Interest Rate Buy-Down Amount	\$ 187	\$ 752	\$ 393	\$ 772.00	\$ 426	\$ 746	\$ 581	\$ 675	\$ 546
Average Gross Interest Rate	5.99%	6.74%	6.18%	5.99%	6.22%	6.27%	5.99%	6.15%	6.19%
Average Customer Interest Rate	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
Average Sq. Footage of Home (HPwES Projects)	1,599	1,664	1,822	1,520	1,761	1,662	6,457	3,717	2,705
Total Estimated Annual Space Heating Energy Savings (MMBtu) ³	82	294	890	7	1,273	518	169	687	1,960
Average Estimated Annual Space Heating Energy Savings (MMBtu)	20	74	42	7	42	12	42	25	34
No. of Loan Write-offs	-	-	-	-	-	-	-	-	-
Total Loan Write-off Amount	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Pre-paid Interest Rate Buy-Down Amount Associated with Loan Write-off	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Notes:

- (1) Estimated based on outstanding loan authorizations.
- (2) Includes utility and customer costs.
- (3) Also reported in the applicable Residential program reports. Includes space heating savings associated with all fuel sources.

4th Quarter Report
January 2017 - December 2017

Electric Programs
Actual Customers Served, Program Expenses, Lifetime kWh and MMBtu Savings

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	48	1,016,583	32	505,550	591	7,205,056	51	520,565	722	9,247,755
Expenses / Lifetime MMBtu Savings	\$352,518	27,809	\$280,148	21,203	\$2,930,672	137,617	\$388,231	23,756	\$3,951,570	210,385
Home Performance w/ENERGY STAR										
Number of Rebates / Lifetime kWh Savings	37	1,601,780	34	1,123,502	408	5,049,018	42	870,657	521	8,644,957
Expenses / Lifetime MMBtu Savings	\$150,506	16,738	\$148,637	15,037	\$1,365,080	229,840	\$212,691	20,627	\$1,876,914	282,242
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	10	2,448,824	12	2,560,947	416	24,936,136	31	1,210,485	469	31,156,392
Expenses / Lifetime MMBtu Savings	\$53,335	798	\$129,651	23,978	\$1,218,908	245,095	\$101,427	12,156	\$1,503,321	282,027
ENERGY STAR Products										
Number of Rebates / Lifetime kWh Savings	12,452	8,343,311	55,166	12,471,355	93,420	86,694,050	10,771	11,607,074	171,808	119,115,789
Expenses / Lifetime MMBtu Savings	\$251,359	306	\$308,155	562	\$2,058,667	15,064	\$340,905	1,598	\$2,959,087	17,529
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	24	46,069,885	14	16,362,597	300	507,167,101	23	31,416,256	361	601,015,839
Expenses / Lifetime MMBtu Savings	\$722,215	0	\$236,809	0	\$5,610,438	0	\$748,209	0	\$7,317,671	0
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	51	20,698,428	37	6,644,652	422	164,545,312	84	31,503,210	594	223,391,602
Expenses / Lifetime MMBtu Savings	\$423,129	0	\$238,152	0	\$3,254,584	0	\$794,503	0	\$4,710,368	0
Municipal Program										
Number of Participants / Lifetime kWh Savings	9	3,676,701	9	2,194,946	110	63,800,878	21	16,951,890	149	86,624,414
Expenses / Lifetime MMBtu Savings	\$161,473	2,102	\$158,370	10,800	\$1,483,617	99,153	\$386,763	0	\$2,190,223	112,055
Educational Programs										
Expenses	\$11,772		\$24,559		\$175,701		\$14,612		\$226,645	
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	0	0	0	0	50,008	37,956,559	0	0	50,008	37,956,559
Expenses / Lifetime MMBtu Savings	\$23,854	0	\$12,073	0	\$1,300,180	0	\$10,228	0	\$1,346,335	0
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$2,160		\$9,750		\$0		\$11,909	
Total Program Expenses	\$2,150,162		\$1,538,715		\$19,407,598		\$2,997,569		\$26,094,043	

4th Quarter Report
January 2017 - December 2017
Electric Programs

Actual Customers Served, Program Expenses, Lifetime kWh and MMBtu Savings

(System Benefits Charge, Forward Capacity Market and Interest Funds Only) *

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	43	910,984	28	446,396	532	6,481,409	46	469,285	649	8,308,073
Expenses / Lifetime MMBtu Savings	\$315,900	24,921	\$247,368	18,722	\$2,636,327	123,795	\$349,987	21,416	\$3,549,582	188,854
Home Performance w/ENERGY STAR										
Number of Rebates / Lifetime kWh Savings	37	1,601,780	34	1,123,502	408	5,049,018	42	870,657	494	9,492,001
Expenses / Lifetime MMBtu Savings	\$150,506	16,738	\$148,637	15,037	\$1,365,080	229,840	\$212,691	20,627	\$1,876,914	266,302
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	10	2,448,824	12	2,560,947	416	24,936,136	31	1,210,485	469	31,156,392
Expenses / Lifetime MMBtu Savings	\$53,335	798	\$129,651	23,978	\$1,218,908	245,095	\$101,427	12,156	\$1,503,321	282,027
ENERGY STAR Products										
Number of Rebates / Lifetime kWh Savings	12,452	8,343,311	55,166	12,471,355	93,420	86,694,050	10,771	11,607,074	159,381	156,842,364
Expenses / Lifetime MMBtu Savings	\$251,359	306	\$308,155	562	\$2,058,667	15,064	\$340,905	1,598	\$2,959,087	17,224
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	24	46,069,885	14	16,362,597	300	507,167,101	23	31,416,256	388	575,644,382
Expenses / Lifetime MMBtu Savings	\$722,215	0	\$236,809	0	\$5,610,438	0	\$748,209	0	\$7,317,671	0
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	51	20,698,428	37	6,644,652	422	164,545,312	84	31,503,210	594	223,391,602
Expenses / Lifetime MMBtu Savings	\$423,129	0	\$238,152	0	\$3,254,584	0	\$794,503	0	\$4,710,368	0
Municipal Program										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
Educational Programs										
Expenses	\$11,772		\$24,559		\$175,701		\$14,612		\$226,645	
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	0	0	0	0	50,008	37,956,559	0	0	50,008	37,956,559
Expenses / Lifetime MMBtu Savings	\$23,854	0	\$12,073	0	\$1,300,180	0	\$10,228	0	\$1,346,335	0
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$2,160		\$9,750		\$0		\$11,909	
Total Program Expenses	\$1,952,070		\$1,347,564		\$17,629,636		\$2,572,562		\$23,501,832	

*Allocation is based on actual RGGI proceeds apportioned to the HEA and Municipal Programs. Municipal Programs include carryovers.

4th Quarter Report
January 2017 - December 2017
Electric Programs

Actual Customers Served, Program Expenses, Lifetime kWh and MMBtu Savings

(Energy Efficiency Fund Only - Regional Greenhouse Gas Initiative) *

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	5	105,599	4	59,155	59	723,647	5	51,280	73	939,682
Expenses / Lifetime MMBtu Savings	\$36,618	2,889	\$32,780	2,481	\$294,345	13,822	\$38,244	2,340	\$401,988	21,532
Home Performance w/ENERGY STAR										
Number of Rebates / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	-	\$0	0
ENERGY STAR Products										
Number of Rebates / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
Municipal Program										
Number of Participants / Lifetime kWh Savings	9	3,676,701	9	2,194,946	110	63,800,878	21	16,951,890	149	86,624,414
Expenses / Lifetime MMBtu Savings	\$161,473	2,102	\$158,370	10,800	\$1,483,617	99,153	\$386,763	0	\$2,190,223	112,055
Educational Programs										
Expenses	\$0		\$0		\$0		\$0		\$0	
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$0		\$0		\$0		\$0	
Total Program Expenses	\$198,091		\$191,151		\$1,777,962		\$425,007		\$2,592,212	

*Allocation is based on actual RGGI proceeds apportioned to the HEA and Municipal Programs. Municipal Programs include carryovers.

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 January 2017 - December 2017

Gas Programs
 Actual Customers Served, Program Expenses, Lifetime kWh and MMBtu Savings

	LU-Gas		Unitil-Gas		Total	
Home Energy Assistance						
Number of Units	227		35		262	
Expenses / Lifetime MMBtu Savings	\$825,671	94,136	\$221,119	21,089	\$1,046,790	115,225
Home Performance w/ENERGY STAR						
Number of Units	93		40		133	
Expenses / Lifetime MMBtu Savings	\$353,716	77,153	\$119,938	19,890	\$473,654	97,043
ENERGY STAR Homes						
Number of Homes	44		52		96	
Expenses / Lifetime MMBtu Savings	\$110,983	52,828	\$170,911	26,270	\$281,894	79,098
ENERGY STAR Products						
Number of Rebates	1,423		407		1,830	
Expenses / Lifetime MMBtu Savings	\$988,565	207,548	\$254,640	61,685	\$1,243,205	269,233
Large Business Energy Solutions						
Number of Participants	188		17		205	
Expenses / Lifetime MMBtu Savings	\$1,117,941	707,862	\$376,625	355,318	\$1,494,566	1,063,180
Small Business Energy Solutions						
Number of Participants	4,811		41		4,852	
Expenses / Lifetime MMBtu Savings	\$848,513	396,550	\$239,187	80,192	\$1,087,700	476,742
Educational Programs						
Expenses	\$20,476		\$5,759		\$26,235	
Company Specific Programs / FCM Expenses						
Number of Participants	38,000		0		38,000	
Expenses / Lifetime MMBtu Savings	\$224,088	0	\$0	0	\$224,088	0
Total Program Expenses	\$4,489,953		\$1,388,179		\$5,878,132	

4th Quarter Report
January 2017 - December 2017

Program Results
RGGI Grant Award (RFP #14-004)

Description	2016			2017			2018			Total			
	Retail	Large Business	Sub-Total	Retail	Large Business	Sub-Total	Retail	Large Business	Sub-Total	Retail	Large Business	Total	
Program Expenses ¹	Budget	\$ 223,256	\$ 148,837	\$ 372,093	\$ 223,256	\$ 148,837	\$ 372,093	\$ 223,256	\$ 148,837	\$ 372,093	\$ 669,768	\$ 446,511	\$ 1,116,279
	Actual	\$ 130,990	\$ 119,015	\$ 250,005	\$ 198,046	\$ 140,074	\$ 338,121	\$ -	\$ -	\$ -	\$ 329,036	\$ 259,089	\$ 588,126
	Percent	59%	80%	67%	89%	94%	91%	0%	0%	0%	49%	58%	53%
Program Participation	Goal	196	129	325	195	128	323	194	128	322	585	385	970
	Actual	119	25	144	63	61	124	-	-	-	182	86	268
	Percent	61%	19%	44%	32%	48%	38%	0%	0%	0%	31%	22%	28%
Annual kWh Savings	Goal	485	320	805	482	317	799	479	315	794	1,446	952	2,398
	Actual	6,080	18,134	24,214	12,103	11,900	24,003	-	-	-	18,183	30,034	48,217
	Percent	1254%	5667%	3008%	2511%	3754%	3004%	0%	0%	0%	1257%	3155%	2011%
Lifetime kWh Savings	Goal	8,729	5,754	14,483	8,673	5,714	14,387	8,616	5,674	14,290	26,018	17,142	43,160
	Actual	146,120	293,360	439,480	12,103	11,900	24,003	-	-	-	158,223	305,260	463,483
	Percent	1674%	5098%	3034%	140%	208%	167%	0%	0%	0%	608%	1781%	1074%
Annual MMBtu Savings	Goal	3,952	2,513	6,465	3,926	2,496	6,423	3,900	2,479	6,379	11,778	7,488	19,267
	Actual	2,188	6,273	8,461	2,128	8,023	10,151	-	-	-	4,316	14,296	18,612
	Percent	55%	250%	131%	54%	321%	158%	0%	0%	0%	37%	191%	97%
Lifetime MMBtu Savings	Goal	38,916	23,825	62,741	38,668	23,662	62,330	38,412	23,495	61,907	115,996	70,982	186,978
	Actual	43,643	44,400	88,043	46,429	80,028	126,457	-	-	-	90,072	124,428	214,500
	Percent	112%	186%	140%	120%	338%	203%	0%	0%	0%	78%	175%	115%
Annual CO2 Reductions (in Metric Tons)	Actual	142	434	576	140	566	706	-	-	-	282	1,000	1,282
Lifetime CO2 Reductions (in Metric Tons)	Actual	2,821	147,722	150,543	3,051	5,564	8,615	-	-	-	5,872	153,286	159,158

Notes:

(1) Program expenses shown in this report exclude the performance incentive. The performance incentive is calculated by multiplying the total actual program expenses by 7.5%.