



New Hampshire Statewide Energy Efficiency Programs

2nd Quarter Report
January 2017 – June 2017

Docket DE 14-216

August 31, 2017



**2nd Quarter Report
January 2017 - June 2017**

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Highlights

Description	Program Expenses ¹		kWh Savings			MMBtu Savings			Customers	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
<u>Electric Utilities</u>										
Statewide Programs										
Municipal Program	\$ 693,789	30%	699,724	9,526,419	13%	1,627	23,434	54%	36	9%
All Other Statewide Progra	\$ 8,518,220	36%	15,378,100	192,486,110	28%	18,856	414,574	41%	38,727	32%
Sub-total	\$ 9,212,009	35%	16,077,824	202,012,530	27%	20,483	438,008	41%	38,763	32%
Company Specific Programs ²	\$ 660,281	57%	1,942,000	5,324,000	11%	-	-	-	45,658	91%
Total Electric	\$ 9,872,291	35%	18,019,824	207,336,530	26%	20,483	438,008	41%	84,421	49%
<u>Gas Utilities</u>										
Statewide Programs	\$ 1,938,453	28%	130,490	1,846,234	27%	27,548	444,015	20%	2,196	40%
Company Specific Programs ²	\$ 176,784	78%	-	-	-	7,948	26,546	81%	38,000	100%
Total Gas	\$ 2,115,237	29%	130,490	1,846,234	27%	35,496	470,560	21%	40,196	92%
Grand Total	\$ 11,987,528	34%	18,150,313	209,182,764	26%	55,979	908,568	28%	124,617	58%

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	\$ 1,670,150	36%	197,381	3,346,863	45%	5,709	122,441	39%	250	39%
ENERGY STAR Homes	\$ 917,607	48%	797,519	18,628,062	63%	6,264	156,502	52%	510	112%
NH Home Performance w/Energy Star	\$ 902,350	31%	281,037	5,477,945	48%	6,223	128,376	33%	228	18%
ENERGY STAR Products	\$ 1,387,191	46%	4,729,308	39,650,603	40%	660	7,256	74%	37,479	32%
Sub-total	\$ 4,877,297	39%	6,005,245	67,103,473	46%	18,856	414,574	41%	38,467	32%
Commercial & Industrial										
Large Business Energy Solutions	\$ 2,094,018	30%	6,495,846	87,828,486	24%	-	-	-	129	36%
Small Business Energy Solutions	\$ 1,546,905	35%	2,877,009	37,554,152	23%	-	-	-	131	13%
Municipal Program	\$ 693,789	30%	699,724	9,526,419	13%	1,627	23,434	54%	36	9%
Sub-total	\$ 4,334,712	32%	10,072,579	134,909,057	22%	1,627	23,434	54%	296	17%
Total Electric	\$ 9,212,009	35%	16,077,824	202,012,530	27%	20,483	438,008	41%	38,763	32%
Gas Utilities										
Residential										
Home Energy Assistance	\$ 380,195	30%	28,342	645,656	52%	2,123	45,500	35%	50	22%
ENERGY STAR Homes	\$ 64,704	22%	7,126	148,266	14%	441	10,761	18%	5	9%
NH Home Performance w/Energy Star	\$ 223,350	26%	3,132	69,524	2%	1,604	32,937	17%	51	21%
ENERGY STAR Products	\$ 631,551	62%	22,423	277,300	32%	7,874	134,648	50%	850	46%
Sub-total	\$ 1,299,800	38%	61,023	1,140,746	17%	12,041	223,846	34%	956	40%
Commercial & Industrial										
Large Business Energy Solutions	\$ 341,600	17%	63,265	632,650	-	10,090	131,422	14%	399	149%
Small Business Energy Solutions	\$ 297,052	18%	6,202	72,838	301%	5,417	88,747	10%	841	29%
Sub-total	\$ 638,653	18%	69,467	705,488	-	15,507	220,169	14%	1,240	39%
Total Gas	\$ 1,938,453	28%	130,490	1,846,234	27%	27,548	444,015	20%	2,196	40%
Grand Total	\$ 11,150,462	34%	16,208,313	203,858,764	27%	48,031	882,022	27%	40,959	32%

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	\$ 166,839	196%	1,942,000	5,324,000	75%	-	-	-	45,654	91%
Education	\$ -	-	-	-	-	-	-	-	-	-
Customer Engagement Platform	\$ 129,835	0%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses ²	\$ 26,051	32%	-	-	-	-	-	-	-	-
Sub-total	\$ 322,725	193%	1,942,000	5,324,000	75%	-	-	-	45,654	91%
Commercial & Industrial										
Smart Start	\$ 7,971	15%	-	-	-	-	-	-	4	-
C&I Customer Partnerships	\$ 412	2%	-	-	-	-	-	-	-	-
C&I RFP Program	\$ 34,730	5%	-	-	-	-	-	-	-	-
Education	\$ 54,278	17%	-	-	-	-	-	-	-	-
Customer Engagement Platform	\$ 194,752	63%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses ²	\$ 45,413	29%	-	-	-	-	-	-	-	-
Sub-total	\$ 337,556	22%	-	-	0%	-	-	-	4	0.51
Total Residential and C&I	\$ 660,281	39%	1,942,000	5,324,000	11%	-	-	-	45,658	91%
Gas Utilities										
Residential										
Home Energy Reports	\$ 174,241	77%	-	-	-	7,948	26,546	81%	38,000	100%
Education	\$ -	-	-	-	-	-	-	-	-	-
Sub-total	\$ 174,241	77%	-	-	-	7,948	26,546	81%	38,000	100%
Commercial & Industrial										
Education	\$ 2,543	3%	-	-	-	-	-	-	-	-
Sub-total	\$ 2,543	3%	-	-	-	-	-	-	-	-
Total Residential and C&I	\$ 176,784	78%	-	-	-	7,948	26,546	81%	38,000	100%
Grand Total	\$ 837,065	44%	1,942,000	5,324,000	11%	7,948	26,546	81%	83,658	167%

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	\$ 123,615	\$ 100,796	\$ 1,255,649	\$ 190,089	\$ 1,670,150	\$ 338,249	\$ 41,946	\$ 380,195	\$ 2,050,345
Percent	32%	35%	36%	35%	36%	34%	17%	30%	35%
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	\$ 78,289	\$ 78,347	\$ 1,058,421	\$ 204,969	\$ 1,420,025	\$ 281,490	\$ 49,072	\$ 330,562	\$ 1,750,587
Percent	26%	37%	35%	49%	36%	34%	28%	33%	35%
Customers Served: Goal	42	35	500	71	648	198	32	230	879
Actual ^{5,6}	13	14	209	36	272	50	14	64	336
Percent	31%	40%	42%	51%	42%	25%	44%	28%	38%
Collaboration: Actual Collaborated Funds ⁷	\$ 4,115	\$ 10,095	\$ 122,996	\$ 16,396	\$ 153,601	\$ 21,689	\$ -	\$ 21,689	\$ 175,290
Total Actual Expenses (Utility + Collaboration)	\$ 127,730	\$ 88,442	\$ 1,181,417	\$ 221,365	\$ 1,618,953	\$ 303,179	\$ 49,072	\$ 352,251	\$ 1,971,204
% of Total Actual Expenses	3%	11%	10%	7%	9%	7%	0%	6%	9%
Collaborated Units	8	9	113	19	149	31	6	37	186
% of Total Customers Served	62%	64%	54%	53%	55%	62%	43%	58%	55%
Heating Systems: Actual Incentives	\$ 15,893	\$ 10,435	\$ 193,716	\$ 14,325	\$ 234,369	\$ 48,053	\$ 6,000	\$ 54,053	\$ 288,422
% of HEA Utility Total Budget	4%	4%	6%	3%	5%	5%	2%	4%	5%
Dwelling Mix:									
Single Family	13	14	209	24	260	50	14	64	324
Multi-Family	0	0	0	12	12	0	0	0	12
Total	13	14	209	36	272	50	14	64	336

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 participants.
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	8	19	6	22	13	110	17	64	11	2	272
Gas	0	0	0	0	0	47	3	13	1	0	64
Total											336

- (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-Gas 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	18,020	8,883	355	130	64	18,150	8,948	355	
Natural Gas	MMBtu	117.080	0.0531	1,494	79	1	35,496	1,885	36,990	1,964	1	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	7,776	569	27	-	-	7,776	569	27	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	1,188	86	8	-	-	1,188	86	8	
LPG	MMBtu	139.178	0.0631	-	-	-	-	-	-	-	-	
Propane	MMBtu	139.178	0.0631	9,356	591	109	-	-	9,356	591	109	
Wood	MMBtu	-	-	1,283	-	-	-	-	1,283	-	-	
Wood Pellet	-	-	-	-	-	-	-	-	-	-	-	
Other	MMBtu	-	-	-	-	-	-	-	-	-	-	
Total Annual Emissions Reductions					10,208	499		1,949		12,157	499	
Lifetime												
Electricity ²	MWH	1,087.000	0.4930	207,337	102,211	4,864	1,846	910	209,183	103,121	4,864	
Natural Gas	MMBtu	117.080	0.0531	33,752	1,792	25	470,560	24,986	504,312	26,778	25	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	97,677	7,149	118	-	-	97,677	7,149	118	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	25,445	1,841	183	-	-	25,445	1,841	183	
LPG	MMBtu	139.178	0.0631	-	-	-	-	-	-	-	-	
Propane	MMBtu	139.178	0.0631	205,812	12,991	1,596	-	-	205,812	12,991	1,596	
Wood	MMBtu	-	-	27,631	-	-	-	-	27,631	-	-	
Wood Pellet	-	-	-	-	-	-	-	-	-	-	-	
Other	-	-	-	-	-	-	-	-	-	-	-	
Total Lifetime Emissions Reductions					125,984	6,787		25,896		151,879	6,787	

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	3,621	121	889	1,151	539	-	-	6,321	197,381
ENERGY STAR Homes	89	880	5,296	-	-	-	-	6,265	797,519
NH Home Performance w/Energy Star	3,700	202	1,539	37	744	-	-	6,222	281,037
ENERGY STAR Products	366	290	5	-	-	-	-	661	4,729,308
Large Business Energy Solutions	-	-	-	-	-	-	-	-	6,495,846
Small Business Energy Solutions	-	-	-	-	-	-	-	-	2,877,009
Municipal Program	-	-	1,627	-	-	-	-	1,627	699,724
Company-Specific Programs	-	-	-	-	-	-	-	-	1,942,000
Total	7,776	1,494	9,356	1,188	1,283	-	-	21,096	18,019,824

Program	Gas Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Oil	Natural Gas	LP	Kerosene	Wood	Wood Pellet	Other	Total	Electricity
Home Energy Assistance	-	2,123	-	-	-	-	-	2,123	28,342
ENERGY STAR Homes	-	441	-	-	-	-	-	441	7,126
NH Home Performance w/Energy Star	-	1,604	-	-	-	-	-	1,604	3,132
ENERGY STAR Products	-	7,874	-	-	-	-	-	7,874	22,423
Large Business Energy Solutions	-	10,090	-	-	-	-	-	10,090	63,265
Small Business Energy Solutions	-	5,417	-	-	-	-	-	5,417	6,202
Municipal Program	-	-	-	-	-	-	-	-	-
Company-Specific Programs	-	-	-	-	-	-	-	-	-
	-	27,548	-	-	-	-	-	27,548	130,490

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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	\$ 801,844	\$ 693,321	\$ 7,236,103	\$ 1,141,023	\$ 9,872,291	\$ 1,674,774	\$ 440,463	\$ 2,115,237	\$ 11,987,528
	Percent	35%	41%	35%	33%	35%	28%	31%	29%	34%
Program Participation	Goal	11,442	11,792	132,446	16,894	172,575	42,793	732	43,525	216,100
	Actual	4,751	4,369	74,021	1,280	84,421	39,958	238	40,196	124,617
	Percent	42%	37%	56%	8%	49%	93%	33%	92%	58%
Annual kWh Savings	Goal	5,128,578	3,332,083	49,938,422	6,701,632	65,100,715	305,636	35,418	341,054	65,441,769
	Actual	2,153,039	1,369,788	12,490,580	2,006,417	18,019,824	116,135	14,355	130,490	18,150,313
	Percent	42%	41%	25%	30%	28%	38%	41%	38%	28%
Lifetime kWh Savings	Goal	66,814,095	41,587,069	609,716,972	81,223,208	799,341,344	6,135,700	776,842	6,912,542	806,253,885
	Actual	27,740,882	16,054,231	142,377,983	21,163,433	207,336,530	1,688,728	157,506	1,846,234	209,182,764
	Percent	42%	39%	23%	26%	26%	28%	20%	27%	26%
Annual MMBtu Savings	Goal	3,319	3,427	40,316	4,970	52,032	123,554	30,148	153,702	205,734
	Actual	1,150	1,532	16,196	1,605	20,483	30,752	4,744	35,496	55,979
	Percent	35%	45%	40%	32%	39%	25%	16%	23%	27%
Lifetime MMBtu Savings	Goal	75,720	69,989	816,707	100,947	1,063,363	1,691,628	541,804	2,233,432	3,296,795
	Actual	23,779	26,503	355,155	32,571	438,008	388,235	82,325	470,560	908,568
	Percent	31%	38%	43%	32%	41%	23%	15%	21%	28%

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

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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	\$ 123,615	\$ 100,796	\$ 1,255,649	\$ 190,089	\$ 1,670,150	\$ 338,249	\$ 41,946	\$ 380,195	\$ 2,050,345
	Percent	32%	35%	36%	35%	36%	34%	17%	30%	35%
Program Participation	Goal	42	35	500	71	648	198	32	230	879
	Actual	13	12	206	19	250	49	1	50	300
	Percent	31%	34%	41%	27%	39%	25%	3%	22%	34%
Annual kWh Savings	Goal	42,396	41,277	429,220	36,129	549,022	50,719	9,790	60,509	609,531
	Actual	9,785	12,698	157,822	17,076	197,381	28,342	-	28,342	225,722
	Percent	23%	31%	37%	47%	36%	56%	0%	47%	37%
Lifetime kWh Savings	Goal	530,488	500,121	5,979,861	476,109	7,486,579	1,014,887	236,062	1,250,950	8,737,529
	Actual	171,800	210,970	2,643,710	320,383	3,346,863	645,656	-	645,656	3,992,519
	Percent	32%	42%	44%	67%	45%	64%	0%	52%	46%
Annual MMBtu Savings	Goal	967	966	11,489	1,892	15,314	5,302	1,112	6,414	21,728
	Actual	709	384	4,059	556	5,709	2,068	55	2,123	7,832
	Percent	73%	40%	35%	29%	37%	39%	5%	33%	36%
Lifetime MMBtu Savings	Goal	21,427	18,638	235,517	37,504	313,086	106,032	24,183	130,216	443,302
	Actual	14,817	7,938	87,629	12,057	122,441	44,312	1,188	45,500	167,941
	Percent	69%	43%	37%	32%	39%	42%	5%	35%	38%

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**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	\$ 120,031	\$ 172,764	\$ 1,502,328	\$ 130,000	\$ 1,925,124	\$ 136,000	\$ 160,496	\$ 296,496	\$ 2,221,619
	Actual	\$ 19,137	\$ 46,472	\$ 815,674	\$ 36,324	\$ 917,607	\$ 20,555	\$ 44,150	\$ 64,704	\$ 982,311
	Percent	16%	27%	54%	28%	48%	15%	28%	22%	44%
Program Participation	Goal	37	22	377	18	454	44	11	55	509
	Actual	1	1	504	4	510	2	3	5	515
	Percent	3%	5%	134%	22%	112%	5%	27%	9%	101%
Annual kWh Savings	Goal	49,090	228,636	986,318	36,136	1,300,180	28,722	14,291	43,014	1,343,194
	Actual	37,814	459	731,919	27,327	797,519	1,404	5,722	7,126	804,645
	Percent	77%	0%	74%	76%	61%	5%	40%	17%	60%
Lifetime kWh Savings	Goal	1,015,973	5,607,177	22,488,505	685,521	29,797,177	718,062	339,322	1,057,384	30,854,561
	Actual	944,822	7,473	17,628,707	47,060	18,628,062	35,100	113,166	148,266	18,776,328
	Percent	93%	0%	78%	7%	63%	5%	33%	14%	61%
Annual MMBtu Savings	Goal	1,106	917	9,336	665	12,023	1,829	610	2,439	14,462
	Actual	-	89	6,017	158	6,264	91	350	441	6,705
	Percent	0%	10%	64%	24%	52%	5%	57%	18%	46%
Lifetime MMBtu Savings	Goal	27,622	22,869	233,057	16,600	300,148	45,716	14,309	60,025	360,173
	Actual	-	2,230	150,428	3,844	156,502	2,273	8,488	10,761	167,262
	Percent	0%	10%	65%	23%	52%	5%	59%	18%	46%

**2nd Quarter Report
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**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	\$ 729,200	\$ 136,849	\$ 866,049	\$ 3,731,086
	Actual	\$ 82,549	\$ 72,627	\$ 638,017	\$ 109,157	\$ 902,350	\$ 161,433	\$ 61,918	\$ 223,350	\$ 1,125,700
	Percent	44%	33%	30%	36%	31%	22%	45%	26%	30%
Program Participation	Goal	61	61	1,070	61	1,253	207	38	245	1,498
	Actual	16	17	174	21	228	30	21	51	279
	Percent	26%	28%	16%	34%	18%	14%	55%	21%	19%
Annual kWh Savings	Goal	110,909	100,198	578,127	55,485	844,718	185,370	-	185,370	1,030,088
	Actual	54,362	21,586	193,035	12,054	281,037	2,775	357	3,132	284,169
	Percent	49%	22%	33%	22%	33%	1%	-	2%	28%
Lifetime kWh Savings	Goal	1,919,084	1,725,672	6,843,259	874,567	11,362,582	3,707,398	-	3,707,398	15,069,980
	Actual	1,097,949	391,294	3,752,336	236,366	5,477,945	62,384	7,140	69,524	5,547,469
	Percent	57%	23%	55%	27%	48%	2%	-	2%	37%
Annual MMBtu Savings	Goal	1,224	1,214	15,376	1,718	19,533	7,369	1,525	8,895	28,427
	Actual	308	371	4,790	754	6,223	1,092	512	1,604	7,827
	Percent	25%	31%	31%	44%	32%	15%	34%	18%	28%
Lifetime MMBtu Savings	Goal	26,425	24,288	306,920	36,502	394,135	156,463	34,783	191,247	585,382
	Actual	6,691	7,443	99,075	15,168	128,376	23,458	9,479	32,937	161,313
	Percent	25%	31%	32%	42%	33%	15%	27%	17%	28%

**2nd Quarter Report
 January 2017 - June 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	\$ 240,062	\$ 338,248	\$ 2,044,264	\$ 402,826	\$ 3,025,399	\$ 815,220	\$ 210,047	\$ 1,025,267	\$ 4,050,667
	Actual	\$ 119,556	\$ 124,233	\$ 967,628	\$ 175,775	\$ 1,387,191	\$ 477,663	\$ 153,888	\$ 631,551	\$ 2,018,742
	Percent	50%	37%	47%	44%	46%	59%	73%	62%	50%
Program Participation	Goal	10,704	11,582	79,497	16,661	118,444	1,322	509	1,831	120,275
	Actual	4,690	4,315	27,282	1,192	37,479	652	198	850	38,329
	Percent	44%	37%	34%	7%	32%	49%	39%	46%	32%
Annual kWh Savings	Goal	959,637	1,008,685	7,773,229	1,406,463	11,148,014	39,480	11,337	50,817	11,198,831
	Actual	368,166	424,877	3,226,411	709,853	4,729,308	14,147	8,276	22,423	4,751,731
	Percent	38%	42%	42%	50%	42%	36%	73%	44%	42%
Lifetime kWh Savings	Goal	7,897,008	8,361,371	69,878,393	11,832,790	97,969,563	671,160	201,457	872,617	98,842,180
	Actual	3,166,483	3,574,019	26,726,334	6,183,768	39,650,603	240,100	37,200	277,300	39,927,903
	Percent	40%	43%	38%	52%	40%	36%	18%	32%	40%
Annual MMBtu Savings*	Goal	22	50	682	395	1,149	10,384	4,977	15,361	16,510
	Actual	15	26	482	137	660	5,375	2,499	7,874	8,534
	Percent	69%	52%	71%	35%	57%	52%	50%	51%	52%
Lifetime MMBtu Savings*	Goal	246	554	7,502	4,341	12,643	178,693	92,742	271,435	284,078
	Actual	169	287	5,297	1,502	7,256	94,665	39,983	134,648	141,904
	Percent	69%	52%	72%	35%	74%	53%	43%	50%	50%

**2nd Quarter Report
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**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	\$ 703,050	\$ 209,679	\$ 5,257,680	\$ 804,856	\$ 6,975,265	\$ 1,563,100	\$ 413,844	\$ 1,976,944	\$ 8,952,209
	Actual	\$ 214,669	\$ 172,882	\$ 1,521,839	\$ 184,628	\$ 2,094,018	\$ 289,029	\$ 52,572	\$ 341,600	\$ 2,435,618
	Percent	31%	82%	29%	23%	30%	18%	13%	17%	27%
Program Participation	Goal	44	19	282	11	356	225	42	267	623
	Actual	10	7	104	8	129	399	-	399	528
	Percent	23%	37%	37%	73%	36%	177%	0%	149%	85%
Annual kWh Savings	Goal	2,378,149	1,056,642	20,649,115	2,851,064	26,934,970	-	-	-	26,934,970
	Actual	1,007,890	714,304	4,337,536	436,116	6,495,846	63,265	-	63,265	6,559,111
	Percent	42%	68%	21%	15%	24%	-	-	-	24%
Lifetime kWh Savings	Goal	34,390,514	13,736,351	284,362,894	37,063,830	369,553,589	-	-	-	369,553,589
	Actual	13,154,476	9,296,837	61,419,369	3,957,803	87,828,486	632,650	-	632,650	88,461,136
	Percent	38%	68%	22%	11%	24%	-	-	-	24%
Annual MMBtu Savings	Goal	-	-	-	-	-	50,253	16,626	66,879	66,879
	Actual	-	-	-	-	-	10,090	-	10,090	10,090
	Percent	-	-	-	-	-	20%	0%	15%	15%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	654,550	258,334	912,884	912,884
	Actual	-	-	-	-	-	131,422	-	131,422	131,422
	Percent	-	-	-	-	-	20%	0%	14%	14%

**2nd Quarter Report
 January 2017 - June 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	\$ 445,265	\$ 241,342	\$ 3,104,617	\$ 686,088	\$ 4,477,313	\$ 1,373,000	\$ 241,453	\$ 1,614,453	\$ 6,091,766
	Actual	\$ 157,603	\$ 58,378	\$ 1,034,946	\$ 295,978	\$ 1,546,905	\$ 213,455	\$ 83,597	\$ 297,052	\$ 1,843,958
	Percent	35%	24%	33%	43%	35%	16%	35%	18%	30%
Program Participation	Goal	512	50	387	57	1,006	2,797	100	2,897	3,903
	Actual	18	10	75	28	131	826	15	841	972
	Percent	4%	20%	19%	49%	13%	30%	15%	29%	25%
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	560,565	74,335	1,522,297	719,812	2,877,009	6,202	-	6,202	2,883,211
	Percent	45%	10%	16%	45%	22%	461%	-	461%	22%
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	7,608,744	993,761	19,627,925	9,323,722	37,554,152	72,838	-	72,838	37,626,990
	Percent	46%	11%	17%	45%	23%	301%	-	301%	23%
Annual MMBtu Savings	Goal	-	-	-	-	-	38,717	5,297	44,014	44,014
	Actual	-	-	-	-	-	4,089	1,328	5,417	5,417
	Percent	-	-	-	-	-	11%	25%	12%	12%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	517,573	117,452	635,026	635,026
	Actual	-	-	-	-	-	65,560	23,187	88,747	88,747
	Percent	-	-	-	-	-	13%	20%	14%	14%

**2nd Quarter Report
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**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	\$ 63,158	\$ 95,501	\$ 408,509	\$ 126,621	\$ 693,789
	Percent	35%	55%	28%	27%	30%
Program Participation	Goal	41	23	325	15	405
	Actual	3	6	19	8	36
	Percent	7%	26%	6%	53%	9%
Annual kWh Savings	Goal	329,094	178,642	4,419,676	718,947	5,646,360
	Actual	114,456	121,529	379,560	84,179	699,724
	Percent	35%	68%	9%	12%	12%
Lifetime kWh Savings	Goal	4,363,964	2,322,346	58,769,686	9,346,316	74,802,312
	Actual	1,596,609	1,579,877	5,255,602	1,094,331	9,526,419
	Percent	37%	68%	9%	12%	13%
Annual MMBtu Savings	Goal	-	280	3,433	300	4,013
	Actual	117	662	848	-	1,627
	Percent	-	236%	25%	0%	41%
Lifetime MMBtu Savings	Goal	-	3,640	33,710	6,000	43,351
	Actual	2,102	8,605	12,726	-	23,434
	Percent	-	236%	38%	0%	54%

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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	\$	174,241	\$	2,109
	Percent		77%		N/A
Program Participation	Goal		38,000		-
	Actual		38,000		1
	Percent		100%		-
Annual kWh Savings	Goal		-		-
	Actual		-		-
	Percent		-		-
Lifetime kWh Savings	Goal		-		-
	Actual		-		-
	Percent		-		-
Annual MMBtu Savings	Goal		9,700		-
	Actual		7,948		-
	Percent		82%		-
Lifetime MMBtu Savings	Goal		32,600		-
	Actual		26,546		-
	Percent		81%		-

**2nd Quarter Report
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**Program Results
Company-Specific Programs
Eversource**

Description		Smart Start Program Administration	Customer Engagement Platform*	Home Energy Reports	C&I RFP Program	C&I Customer Partnerships	Total
Program Expenses	Budget	\$ 52,000	\$ 310,926	\$ 85,081	\$ 668,687	\$ 20,061	\$ 1,136,754
	Actual	\$ 5,862	\$ 324,587	\$ 166,839	\$ 34,730	\$ 412	\$ 532,431
	Percent	11%	104%	196%	5%	2%	47%
Program Participation	Goal	-	-	50,000	4	4	50,008
	Actual	3	-	45,654	-	-	45,657
	Percent	-	-	91%	0%	-	91%
Annual kWh Savings	Goal	-	-	2,600,000	3,171,974	-	5,771,974
	Actual	-	-	1,942,000	-	-	1,942,000
	Percent	-	-	75%	0%	-	34%
Lifetime kWh Savings	Goal	-	-	7,131,184	40,436,356	-	47,567,540
	Actual	-	-	5,324,000	-	-	5,324,000
	Percent	-	-	75%	0%	-	11%

*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.

(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.

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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*	638	13,955	33,846	5,838	54,278	150	2,393	2,543	56,821
Percent	3%	35%	16%	13%	17%	0%	17%	3%	14%

*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 \(http://www.nhsaves.com/events/\).](http://www.nhsaves.com/events/)

Focus Areas

Residential Programs

Activities

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 24: The Energize 360 Seacoast Regional Energy Hub, Portsmouth, NH
 May 20: Home Team NH: Seminar for New Home Owners, Manchester, NH
 Jan - June: 85 presentations about energy efficiency have been made to 2,065 students and 181 educators at 25 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

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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	-	-	-	-	-
Qtr. 4	-	-	-	-	-
Total	\$ 103,756	\$ 22,276	\$ 853,416	\$ 133,136	\$ 1,112,584
Actual FCM Expenses					
Financial Assurance					
Qtr. 1	\$ -	\$ -	\$ -	\$ -	\$ -
Qtr. 2	-	6,368	1,000	-	7,368
Qtr. 3	-	-	-	-	-
Qtr. 4	-	-	-	-	-
Total	\$ -	\$ 6,368	\$ 1,000	\$ -	\$ 7,368
Other					
Qtr. 1	\$ 2,282	\$ -	\$ 5,164	\$ 3,141	\$ 10,587
Qtr. 2	18,635	-	19,111	13,471	51,218
Qtr. 3	-	-	-	-	-
Qtr. 4	-	-	-	-	-
Total	\$ 20,918	\$ -	\$ 24,275	\$ 16,612	\$ 61,805
Total Financial Assurance & Other	\$ 20,918	\$ 6,368.0	\$ 25,275	\$ 16,612	\$ 69,173
Actual Net FCM Proceeds*	\$ 82,839	\$ 15,908	\$ 828,141	\$ 116,524	\$ 1,043,411

* 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	\$ 1,986	\$ 9,697	\$ 59,298	\$ 27,614	\$ 98,596	\$ 5,466	\$ 13,958	\$ 19,424	\$ 118,020
	External Admin	-	1,850	3,370	1,175	6,394	-	526	526	6,921
	Rebate/Services	77,560	72,560	1,126,110	134,697	1,410,927	250,622	12,527	263,149	1,674,076
	Implementation Services	27,768	14,876	47,454	20,508	110,606	37,380	11,871	49,251	159,857
	Marketing	8,829	969	1,523	2,489	13,810	27,242	1,085	28,327	42,137
	EM&V	7,472	843	17,895	3,606	29,816	17,539	1,979	19,517	49,333
	Total	\$ 123,615	\$ 100,796	\$ 1,255,649	\$ 190,089	\$ 1,670,150	\$ 338,249	\$ 41,946	\$ 380,195	\$ 2,050,345
ENERGY STAR Homes	Internal Admin	\$ 332	\$ 3,563	\$ 19,716	\$ 6,659	\$ 30,269	\$ 1,810	\$ 9,291	\$ 11,101	\$ 41,370
	External Admin	-	468	1,120	283	1,872	-	350	350	2,222
	Rebate/Services	5,695	9,660	727,673	16,395	759,422	7,200	22,473	29,673	789,095
	Implementation Services	7,279	29,523	27,198	6,357	70,357	5,361	7,592	12,953	83,310
	Marketing	3,466	400	6,910	669	11,445	3,684	791	4,475	15,920
	EM&V	2,365	2,859	33,057	5,961	44,242	2,499	3,653	6,152	50,394
	Total	\$ 19,137	\$ 46,472	\$ 815,674	\$ 36,324	\$ 917,607	\$ 20,555	\$ 44,150	\$ 64,704	\$ 982,311
HP w/ENERGY STAR	Internal Admin	\$ 1,441	\$ 6,447	\$ 37,140	\$ 15,368	\$ 60,397	\$ 2,946	\$ 7,924	\$ 10,870	\$ 71,267
	External Admin	-	1,323	2,129	654	4,106	-	299	299	4,404
	Rebate/Services	63,752	39,063	498,409	54,601	655,825	102,305	38,842	141,148	796,972
	Implementation Services	5,847	24,307	79,693	35,143	144,990	23,028	13,113	36,141	181,131
	Marketing	7,854	645	5,681	1,385	15,565	19,753	616	20,369	35,933
	EM&V	3,655	843	14,964	2,006	21,468	13,400	1,124	14,524	35,992
	Total	\$ 82,549	\$ 72,627	\$ 638,017	\$ 109,157	\$ 902,350	\$ 161,433	\$ 61,918	\$ 223,350	\$ 1,125,700
ENERGY STAR Products	Internal Admin	\$ 1,603	\$ 10,612	\$ 35,133	\$ 20,639	\$ 67,986	\$ 5,112	\$ 12,160	\$ 17,272	\$ 85,258
	External Admin	-	1,394	1,996	878	4,268	-	948	948	5,217
	Rebate/Services	78,534	57,407	829,774	131,607	1,097,321	400,920	129,931	530,851	1,628,172
	Implementation Services	22,901	50,754	37,924	15,992	127,571	34,567	8,080	42,647	170,218
	Marketing	11,789	4,066	57,901	3,965	77,720	22,083	1,045	23,127	100,848
	EM&V	4,729	-	4,900	2,694	12,324	14,981	1,724	16,705	29,029
	Total	\$ 119,556	\$ 124,233	\$ 967,628	\$ 175,775	\$ 1,387,191	\$ 477,663	\$ 153,888	\$ 631,551	\$ 2,018,742

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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	\$ 2,584	\$ -	\$ 8,607	\$ 3,327	\$ 14,518	\$ 3,726	\$ -	\$ 3,726	\$ 18,245
	External Admin	-	-	477	3,549	4,026	-	-	-	4,026
	Rebate/Services	-	-	281,085	-	281,085	\$ 151,000	-	151,000	432,085
	Implementation Services	-	-	11,980	-	11,980	\$ 7,997	-	7,997	19,977
	Marketing	-	-	-	-	-	\$ 6,149	-	6,149	6,149
	EM&V	6,410	1,910	2,795	-	11,115	\$ 5,369	-	5,369	16,484
	Total	\$ 8,995	\$ 1,910	\$ 304,944	\$ 6,876	\$ 322,725	\$ 174,241	\$ -	\$ 174,241	\$ 496,966
Total Residential	Internal Admin	\$ 7,946	\$ 30,320	\$ 159,894	\$ 73,607	\$ 271,766	\$ 19,060	\$ 43,332	\$ 62,393	\$ 334,159
	External Admin	-	5,035	9,092	6,539	20,666	-	2,124	2,124	22,790
	Rebate/Services	225,541	178,689	3,463,051	337,300	4,204,581	912,048	203,772	1,115,820	5,320,401
	Implementation Services	63,795	119,460	204,249	78,000	465,504	108,334	40,655	148,989	614,493
	Marketing	31,938	6,079	72,015	8,509	118,540	78,910	3,537	82,447	200,988
	EM&V	24,631	6,455	73,611	14,267	118,965	53,788	8,480	62,268	181,233
	Total	\$ 353,852	\$ 346,038	\$ 3,981,912	\$ 518,221	\$ 5,200,022	\$ 1,172,140	\$ 301,901	\$ 1,474,041	\$ 6,674,063
Total %	Internal Admin	2.2%	8.8%	4.0%	14.2%	5.2%	1.6%	14.4%	4.2%	5.0%
	External Admin	0.0%	1.5%	0.2%	1.3%	0.4%	0.0%	0.7%	0.1%	0.3%
	Rebate/Services	63.7%	51.6%	87.0%	65.1%	80.9%	77.8%	67.5%	75.7%	79.7%
	Implementation Services	18.0%	34.5%	5.1%	15.1%	9.0%	9.2%	13.5%	10.1%	9.2%
	Marketing	9.0%	1.8%	1.8%	1.6%	2.3%	6.7%	1.2%	5.6%	3.0%
	EM&V	7.0%	1.9%	1.8%	2.8%	2.3%	4.6%	2.8%	4.2%	2.7%
	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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January 2017 - June 2017

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	\$ 2,872	\$ 16,289	\$ 90,358	\$ 33,736	\$ 143,256	\$ 8,072	\$ 13,400	\$ 21,472	\$ 164,728
	External Admin	-	2,140	5,134	1,755	9,029	-	528	528	9,557
	Rebate/Services	124,655	121,089	1,175,790	108,075	1,529,609	153,863	5,998	159,861	1,689,469
	Implementation Services	58,220	31,735	225,460	31,957	347,373	62,518	29,576	92,094	439,467
	Marketing	15,070	1,629	7,326	3,719	27,743	35,850	1,087	36,938	64,681
	EM&V	13,851	-	17,770	5,387	37,008	28,725	1,983	30,708	67,716
	Total	\$ 214,669	\$ 172,882	\$ 1,521,839	\$ 184,628	\$ 2,094,018	\$ 289,029	\$ 52,572	\$ 341,600	\$ 2,435,618
Small Business Energy Solutions	Internal Admin	\$ 1,736	\$ 4,783	\$ 53,356	\$ 35,130	\$ 95,005	\$ 8,290	\$ 26,946	\$ 35,236	\$ 130,241
	External Admin	-	628	3,032	1,496	5,156	-	2,807	2,807	7,963
	Rebate/Services	100,594	24,464	786,843	231,903	1,143,805	94,163	40,746	134,910	1,278,715
	Implementation Services	36,956	28,024	176,857	20,297	262,135	54,280	7,690	61,969	324,104
	Marketing	9,544	478	2,664	2,560	15,247	31,490	2,011	33,501	48,748
	EM&V	8,772	-	12,194	4,591	25,557	25,232	3,397	28,629	54,186
	Total	\$ 157,603	\$ 58,378	\$ 1,034,946	\$ 295,978	\$ 1,546,905	\$ 213,455	\$ 83,597	\$ 297,052	\$ 1,843,958
Municipal	Internal Admin	\$ 484	\$ 9,246	\$ 24,962	\$ 22,705	\$ 57,397	\$ -	\$ -	\$ -	\$ 57,397
	External Admin	-	1,215	1,418	1,939	4,572	-	-	-	4,572
	Rebate/Services	40,900	72,557	369,954	92,859	576,269	-	-	-	576,269
	Implementation Services	14,370	11,560	6,770	3,119	35,820	-	-	-	35,820
	Marketing	3,858	924	1,923	2,810	9,516	-	-	-	9,516
	EM&V	3,546	-	3,481	3,188	10,216	-	-	-	10,216
	Total	\$ 63,158	\$ 95,501	\$ 408,509	\$ 126,621	\$ 693,789	\$ -	\$ -	\$ -	\$ 693,789
Other*	Internal Admin	\$ 3,864	\$ 1,528	\$ 20,458	\$ 3,788	\$ 29,638	\$ -	\$ -	\$ -	\$ 29,638
	External Admin	-	201	1,162	11,786	13,150	-	2,393	2,393	15,543
	Rebate/Services	200	11,591	232,637	-	244,427	150	-	150	244,577
	Implementation Services	-	2,591	25,972	-	28,564	-	-	-	28,564
	Marketing	-	153	2,026	-	2,178	-	-	-	2,178
	EM&V	8,497	4,458	6,644	-	19,599	-	-	-	19,599
	Total	\$ 12,562	\$ 20,522	\$ 288,898	\$ 15,575	\$ 337,556	\$ 150	\$ 2,393	\$ 2,543	\$ 340,100

* 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	\$ 8,957	\$ 31,847	\$ 189,133	\$ 95,359	\$ 325,297	\$ 16,362	\$ 40,346	\$ 56,708	\$ 382,005
	External Admin	-	4,183	10,747	16,976	31,907	-	5,728	5,728	37,635
	Rebate/Services	266,350	229,701	2,565,223	432,837	3,494,111	248,176	46,744	294,920	3,789,031
	Implementation Services	109,547	73,911	435,060	55,374	673,891	116,798	37,265	154,063	827,954
	Marketing	28,472	3,184	13,939	9,089	54,684	67,341	3,098	70,439	125,123
	EM&V	34,666	4,458	40,089	13,166	92,379	53,957	5,381	59,337	151,717
	Total	\$ 447,992	\$ 347,283	\$ 3,254,192	\$ 622,802	\$ 4,672,268	\$ 502,634	\$ 138,562	\$ 641,196	\$ 5,313,465
Total C&I and Municipal %	Internal Admin	2.0%	9.2%	5.8%	15.3%	7.0%	3.3%	29.1%	8.8%	7.2%
	External Admin	0.0%	1.2%	0.3%	0	0.7%	0.0%	4.1%	0.9%	0.7%
	Rebate/Services	59.5%	66.1%	78.8%	69.5%	74.8%	49.4%	33.7%	46.0%	71.3%
	Implementation Services	24.5%	21.3%	13.4%	0	14.4%	23.2%	26.9%	24.0%	15.6%
	Marketing	6.4%	0.9%	0.4%	1.5%	1.2%	13.4%	2.2%	11.0%	2.4%
	EM&V	7.7%	1.3%	1.2%	2.1%	2.0%	10.7%	3.9%	9.3%	2.9%
	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	\$ 16,903	\$ 62,167	\$ 349,027	\$ 168,966	\$ 597,063	\$ 35,422	\$ 83,678	\$ 119,101	\$ 716,164
	External Admin	-	9,218	19,839	23,515	52,573	-	7,852	7,852	60,425
	Rebate/Services	491,891	408,390	6,028,274	770,137	7,698,692	1,160,224	250,516	1,410,740	9,109,432
	Implementation Services	173,342	193,371	639,309	133,373	1,139,394	225,132	77,921	303,052	1,442,447
	Marketing	60,411	9,263	85,953	17,597	173,224	146,251	6,635	152,886	326,110
	EM&V	59,297	10,913	113,700	27,434	211,344	107,745	13,860	121,605	332,949
	Total	\$ 801,844	\$ 693,321	\$ 7,236,103	\$ 1,141,023	\$ 9,872,291	\$ 1,674,774	\$ 440,463	\$ 2,115,237	\$ 11,987,527
Grand Total % (Residential, C&I and Municipal)	Internal Admin	2.1%	9.0%	4.8%	14.8%	6.0%	2.1%	19.0%	5.6%	6.0%
	External Admin	0.0%	1.3%	0.3%	2.1%	0.5%	0.0%	1.8%	0.4%	0.5%
	Rebate/Services	61.3%	58.9%	83.3%	67.5%	78.0%	69.3%	56.9%	66.7%	76.0%
	Implementation Services	21.6%	27.9%	8.8%	11.7%	11.5%	13.4%	17.7%	14.3%	12.0%
	Marketing	7.5%	1.3%	1.2%	1.5%	1.8%	8.7%	1.5%	7.2%	2.7%
	EM&V	7.4%	1.6%	1.6%	2.4%	2.1%	6.4%	3.1%	5.7%	2.8%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

2nd Quarter Report
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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	
Annual Budget ¹	\$ 142,975	\$ 84,459	\$ 1,014,813	\$ 185,647	\$ 1,427,894	\$ 299,200	\$ 71,138	\$ 370,338	\$ 1,798,232
Actual Expenses ²									
Qtr. 1	\$ 24,801	\$ 2,923	\$ 111,310	\$ 3,276	\$ 142,310	\$ 37,025	\$ 2,047	\$ 39,072	\$ 181,382
Qtr. 2	\$ 34,496	\$ 7,990	\$ 2,390	\$ 24,158	\$ 69,034	\$ 70,720	\$ 11,813	\$ 82,533	\$ 151,567
Qtr. 3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Qtr. 4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 59,297	\$ 10,913	\$ 113,700	\$ 27,434	\$ 211,344	\$ 107,745	\$ 13,860	\$ 121,605	\$ 332,949

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 Economic	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
Energy Star Homes - Process & Impact Evaluation	\$160,000	ERS	ECD: Q3 2017
Small Business Lighting - Impact Evaluation	\$180,000	DNV-GL	ECD: Q4 2017
Home Energy Reports Pilot Program Evaluation (Eve	\$61,000	Navigant	Completed: 3-24-2016
NE Avoided Energy Supply Cost Study (2018)	TBD	TBD	ECD: Q2 2018

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

**2nd Quarter Report
January 2017 - June 2017**

Revolving Loan Fund (RLF)

Description		Electric Utilities			
		Liberty Utilities	NHEC	Eversource	Unitil
Amount Available to Loan					
	Revolving Loan Fund ¹	\$ 303,000	\$ 296,523	\$ 690,000	\$ 800,250
	Less: Loans	464,210	553,425	1,445,284	1,233,253
	Plus: Loan Payments Received	285,627	445,277	1,129,245	679,857
	Current Balance	124,418	188,374	373,961	246,854
	Less: Loans in Process	-	1,375	-	1,541
	Less: Potential Loans	-	-	10,000	-
	Amount Available to Loan	\$ 124,418	\$ 186,999	\$ 363,961	\$ 245,313
Maximum Loans and Maximum Term					
Residential	Maximum Loan	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500
	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	-	11	14	6
	Average Loan Amount	\$ -	\$ 1,545	\$ 1,537	\$ 1,869
Municipal and C&I ²	No. of Projects Financed	-	-	-	2
	Average Loan Amount	N/A	N/A	N/A	30,605

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 - June 2017

Smart Start Program

Description	NHEC	Eversource
Year-to-Date Amount Available to Loan		
Loan Fund Balance ¹	\$ 688,093	\$ 549,297
Less: Year-to-Date Loans	49,659	49,133
Plus: Loan Repayments (excluding reserve for bad debt)	23,744	459,499
Current Balance	\$ 662,178	\$ 959,663
Less: Loans in Process	-	127,630
Less: Potential Loans	-	681,439
Less: Future Committed Loans	-	37,749
Add: Anticipated Loan Repayments Thru Year End	-	857,654
Amount Available to Loan	\$ 662,178	\$ 150,594
Year-to-Date Reserve for Bad Debt (Uncollectibles)		
Initial Balance ¹	Not Applicable	\$ 279,658
Plus: Bad Debt Collections ²	-	21,881
Less: Bad Debt Charges	-	-
Ending Balance	\$ -	\$ 301,539
Year-to-date Administrative and Implementation Expenses ³	\$ -	\$ 4,792
Year-to-date Payments to Contractors Supporting Customer Projects	\$ -	\$ 77,985
Year-to-date Performance Incentive ⁴	Not Applicable	\$ 26,257
Year-to-date Project Financing Information		
Municipal and C&I ⁵	No. of Projects Financed	
	1	3
	Total Loan Amount	\$ 49,659 \$ 49,133
	Average Loan Amount	\$ 49,659 \$ 16,378
	Lifetime kWh Savings ⁶	1,352,429 1,807,273
	Lifetime MMBTU Savings ⁶	- -
	Lifetime kWh Savings ⁷	- -
	Lifetime MMBTU Savings ⁷	- -
	Lifetime Electric Bill Savings	\$ - \$ 290,601

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 not reported elsewhere.

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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									
Beginning Balance ¹	\$ 4,780	\$ 8,000	\$ 47,600	\$ -	\$ 60,380	\$ 36,920	\$ 2,000	\$ 38,920	\$ 99,300
Less: Interest Rate Buy-Downs Paid	\$ 572	\$ 524	\$ 6,376	\$ -	\$ 7,472	\$ 7,568	\$ 2,030	\$ 9,598	\$ 17,070
Current Balance	\$ 4,208	\$ 7,476	\$ 41,224	\$ -	\$ 52,908	\$ 29,352	\$ (30)	\$ 29,322	\$ 82,230
Less: Potential Interest Rate Buy-Downs ²	\$ -	\$ -	\$ 6,712	\$ -	\$ 6,712	\$ -	\$ -	\$ -	\$ 6,712
Amount Available for Interest Rate Buy-Downs	\$ 4,208	\$ 7,476	\$ 34,512	\$ -	\$ 46,196	\$ 29,352	\$ (30)	\$ 29,322	\$ 75,518
Year-to-date Project Loan Information									
No. of Projects Financed	2	1	16	-	19	8	2	10	29
Total Project Cost ³	\$ 17,396	\$ 14,708	\$ 140,582	\$ -	\$ 172,686	\$ 78,688	\$ -	\$ 78,688	\$ 251,374
Average Project Cost ³	\$ 8,698	\$ 14,708	\$ 8,786	\$ -	\$ 9,089	\$ 9,836	\$ -	\$ 7,869	\$ 8,668
Total Loan Amount	\$ 10,664	\$ 8,973	\$ 79,946	\$ -	\$ 99,583	\$ 67,844	\$ 19,490	\$ 87,334	\$ 186,917
Average Loan Amount	\$ 5,332	\$ 8,973	\$ 4,997	\$ -	\$ 5,241	\$ 8,481	\$ 9,745	\$ 8,733	\$ 6,445
Average Loan Term (years)	3.5	5.0	3.6	-	3.7	4.9	5.5	5.0	4.1
Total Interest Rate Buy-Down Amount	\$ 572	\$ 524	\$ 6,376	\$ -	\$ 7,472	\$ 7,568	\$ 2,030	\$ 9,598	\$ 17,070
Average Interest Rate Buy-Down Amount	\$ 286	\$ 524	\$ 399	\$ -	\$ 393	\$ 946	\$ 1,015	\$ 960	\$ 589
Average Gross Interest Rate	5.99%	5.99%	6.21%	0.00%	6.18%	6.37%	5.99%	6.29%	6.22%
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)	1,483	2,016	1,813	-	1,789	1,602	1,232	1,528	1,699
Total Estimated Annual Space Heating Energy Savings (MMBtu) ⁴	50	39	626	-	715	294	-	294	1,009
Average Estimated Annual Space Heating Energy Savings (MMBtu)	25	39	39	-	38	-	38	29	35
No. of Loan Write-offs	-	-	-	-	-	-	-	-	-
Total Loan Write-off Amount	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Pre-paid Interest Rate Buy-Down Amount Associated with Loan Write-off	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Notes:

- (1) As of June 30, 2017.
- (2) Estimated based on outstanding loan authorizations.
- (3) Includes utility and customer costs.
- (4) Also reported in the applicable Residential program reports. Includes space heating savings associated with all fuel sources.

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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	13	171,800	12	210,970	206	2,643,710	19	320,383	250	3,346,863
Expenses / Lifetime MMBtu Savings	\$123,615	14,817	\$100,796	7,938	\$1,255,649	87,629	\$190,089	12,057	\$1,670,150	122,441
Home Performance w/ENERGY STAR										
Number of Rebates / Lifetime kWh Savings	16	1,097,949	17	391,294	174	3,752,336	21	236,366	228	5,477,945
Expenses / Lifetime MMBtu Savings	\$82,549	6,691	\$72,627	7,443	\$638,017	99,075	\$109,157	15,168	\$902,350	128,376
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	1	944,822	1	7,473	504	17,628,707	4	47,060	510	18,628,062
Expenses / Lifetime MMBtu Savings	\$19,137	0	\$46,472	2,230	\$815,674	150,428	\$36,324	3,844	\$917,607	156,502
ENERGY STAR Products										
Number of Rebates / Lifetime kWh Savings	4,690	3,166,483	4,315	3,574,019	27,282	26,726,334	1,192	6,183,768	37,479	39,650,603
Expenses / Lifetime MMBtu Savings	\$119,556	169	\$124,233	287	\$967,628	5,297	\$175,775	1,502	\$1,387,191	7,256
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	10	13,154,476	7	9,296,837	104	61,419,369	8	3,957,803	129	87,828,486
Expenses / Lifetime MMBtu Savings	\$214,669	0	\$172,882	0	\$1,521,839	0	\$184,628	0	\$2,094,018	0
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	18	7,608,744	10	993,761	75	19,627,925	28	9,323,722	131	37,554,152
Expenses / Lifetime MMBtu Savings	\$157,603	0	\$58,378	0	\$1,034,946	0	\$295,978	0	\$1,546,905	0
Municipal Program										
Number of Participants / Lifetime kWh Savings	3	1,596,609	6	1,579,877	19	5,255,602	8	1,094,331	36	9,526,419
Expenses / Lifetime MMBtu Savings	\$63,158	2,102	\$95,501	8,605	\$408,509	12,726	\$126,621	0	\$693,789	23,434
Educational Programs										
Expenses	\$638		\$13,955		\$33,846		\$5,838		\$54,278	
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	0	0	0	0	45,654	5,324,000	0	0	45,654	5,324,000
Expenses / Lifetime MMBtu Savings	\$20,918	0	\$6,368	0	\$554,135	0	\$16,612	0	\$598,033	0
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$2,109		\$5,862		\$0		\$7,971	
Total Program Expenses	\$801,844		\$693,321		\$7,236,103		\$1,141,023		\$9,872,291	

2nd Quarter Report
January 2017 - June 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	12	153,954	11	186,284	185	2,378,186	17	288,822	225	3,007,247
Expenses / Lifetime MMBtu Savings	\$110,775	13,278	\$89,002	7,009	\$1,129,537	78,828	\$171,363	10,869	\$1,500,677	109,984
Home Performance w/ENERGY STAR										
Number of Rebates / Lifetime kWh Savings	16	1,097,949	17	391,294	174	3,752,336	21	236,366	213	5,324,818
Expenses / Lifetime MMBtu Savings	\$82,549	6,691	\$72,627	7,443	\$638,017	99,075	\$109,157	15,168	\$902,350	121,685
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	1	944,822	1	7,473	504	17,628,707	4	47,060	510	18,628,062
Expenses / Lifetime MMBtu Savings	\$19,137	0	\$46,472	2,230	\$815,674	150,428	\$36,324	3,844	\$917,607	156,502
ENERGY STAR Products										
Number of Rebates / Lifetime kWh Savings	4,690	3,166,483	4,315	3,574,019	27,282	26,726,334	1,192	6,183,768	32,800	49,638,597
Expenses / Lifetime MMBtu Savings	\$119,556	169	\$124,233	287	\$967,628	5,297	\$175,775	1,502	\$1,387,191	7,087
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	10	13,154,476	7	9,296,837	104	61,419,369	8	3,957,803	137	82,282,753
Expenses / Lifetime MMBtu Savings	\$214,669	0	\$172,882	0	\$1,521,839	0	\$184,628	0	\$2,094,018	0
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	18	7,608,744	10	993,761	75	19,627,925	28	9,323,722	131	37,554,152
Expenses / Lifetime MMBtu Savings	\$157,603	0	\$58,378	0	\$1,034,946	0	\$295,978	0	\$1,546,905	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	\$638		\$13,955		\$33,846		\$5,838		\$54,278	
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	0	0	0	0	45,654	5,324,000	0	0	45,654	5,324,000
Expenses / Lifetime MMBtu Savings	\$20,918	0	\$6,368	0	\$554,135	0	\$16,612	0	\$598,033	0
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$2,109		\$5,862		\$0		\$7,971	
Total Program Expenses	\$725,845		\$586,025		\$6,701,482		\$995,677		\$9,009,028	

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

2nd Quarter Report
January 2017 - June 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	1	17,846	1	24,686	21	265,524	2	31,561	25	339,616
Expenses / Lifetime MMBtu Savings	\$12,841	1,539	\$11,794	929	\$126,112	8,801	\$18,725	1,188	\$169,473	12,457
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	3	1,596,609	6	1,579,877	19	5,255,602	8	1,094,331	36	9,526,419
Expenses / Lifetime MMBtu Savings	\$63,158	2,102	\$95,501	8,605	\$408,509	12,726	\$126,621	0	\$693,789	23,434
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	\$75,999		\$107,296		\$534,621		\$145,346		\$863,262	

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

2nd Quarter Report
 January 2017 - June 2017

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

	LU-Gas		Unitil-Gas		Total	
Home Energy Assistance						
Number of Units	49		1		50	
Expenses / Lifetime MMBtu Savings	\$338,249	44,312	\$41,946	1,188	\$380,195	45,500
Home Performance w/ENERGY STAR						
Number of Units	30		21		51	
Expenses / Lifetime MMBtu Savings	\$161,433	23,458	\$61,918	9,479	\$223,350	32,937
ENERGY STAR Homes						
Number of Homes	2		3		5	
Expenses / Lifetime MMBtu Savings	\$20,555	2,273	\$44,150	8,488	\$64,704	10,761
ENERGY STAR Products						
Number of Rebates	652		198		850	
Expenses / Lifetime MMBtu Savings	\$477,663	94,665	\$153,888	39,983	\$631,551	134,648
Large Business Energy Solutions						
Number of Participants	399		0		399	
Expenses / Lifetime MMBtu Savings	\$289,029	131,422	\$52,572	0	\$341,600	131,422
Small Business Energy Solutions						
Number of Participants	826		15		841	
Expenses / Lifetime MMBtu Savings	\$213,455	65,560	\$83,597	23,187	\$297,052	88,747
Educational Programs						
Expenses	\$150		\$2,393		\$2,543	
Company Specific Programs / FCM Expenses						
Number of Participants	38,000		0		38,000	
Expenses / Lifetime MMBtu Savings	\$174,241	26,546	\$0	0	\$174,241	26,546
Total Program Expenses	\$1,674,774		\$440,463		\$2,115,237	

2nd Quarter Report
January 2017 - June 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	\$ 35,882	\$ 59,207	\$ 95,089	\$ -	\$ -	\$ -	\$ 166,872	\$ 178,222	\$ 345,094
	Percent	59%	80%	67%	16%	40%	26%	0%	0%	0%	25%	40%	31%
Program Participation	Goal	196	129	325	195	128	323	194	128	322	585	385	970
	Actual	119	25	144	33	3	36	-	-	-	152	28	180
	Percent	61%	19%	44%	17%	2%	11%	0%	0%	0%	26%	7%	19%
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	-	-	-	-	-	-	6,080	18,134	24,214
	Percent	1254%	5667%	3008%	0%	0%	0%	0%	0%	0%	420%	1905%	1010%
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	-	-	-	-	-	-	146,120	293,360	439,480
	Percent	1674%	5098%	3034%	0%	0%	0%	0%	0%	0%	562%	1711%	1018%
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	564	1,162	1,726	-	-	-	2,752	7,435	10,187
	Percent	55%	250%	131%	14%	47%	27%	0%	0%	0%	23%	99%	53%
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	91,623	68,983	160,606	-	-	-	135,266	113,383	248,649
	Percent	112%	186%	140%	237%	292%	258%	0%	0%	0%	117%	160%	133%
Annual CO2 Reductions (in Metric Tons)	Actual	142	434	576	38	82	120	-	-	-	180	516	696
Lifetime CO2 Reductions (in Metric Tons)	Actual	2,821	147,722	150,543	5,849	4,567	10,416	-	-	-	8,670	152,289	160,959

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%.