

CORE NH Program Highlights
 (January 1 - September 30, 2007)

NH CORE ENERGY EFFICIENCY PROGRAMS	EXPENSES (\$)		SAVINGS (Lifetime kWh)		NUMBER OF CUSTOMERS	
	Actual + In Process + Prospective	Percent of Budget	Actual + In Process + Prospective	Percent of Budget	Actual + In Process + Prospective	Percent of Budget
RESIDENTIAL (nhsaves@home)						
ENERGY STAR Homes	\$1,049,552	79%	7,763,852	506%	437	84%
Home Energy Solutions	\$1,679,262	91%	44,402,499	199%	1,094	115%
Home Energy Assistance	\$2,272,692	109%	24,146,221	138%	993	103%
ENERGY STAR Lighting	\$1,139,795	86%	94,693,782	104%	316,771	126%
ENERGY STAR Appliances	\$862,588	101%	43,065,068	135%	10,984	89%
TOTAL RESIDENTIAL	\$7,003,889	94%	214,071,422	130%	330,279	124%
COMMERCIAL & INDUSTRIAL (nhsaves@work)						
Small Business Energy Solutions	\$2,302,801	75%	93,109,393	97%	447	74%
Large Business Energy Solutions	\$4,341,817	132%	307,106,012	167%	325	169%
New Construction	\$2,617,098	95%	104,500,514	101%	221	133%
TOTAL COMMERCIAL & INDUSTRIAL	\$9,261,716	101%	504,715,919	131%	993	103%
TOTAL	\$16,265,605	98%	718,787,341	131%	331,272	124%

nhsaves@home Energy Star Homes	Budget Goal (2007)	Thru 9/30/2007				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$205,064	\$234,852	\$50,000	\$0	\$284,852	138.9%
NHEC	\$101,507	\$49,800	\$38,243	\$30,087	\$118,130	116.4%
PSNH	\$801,293	\$253,444	\$169,800	\$30,000	\$453,244	56.6%
Unitil	\$220,000	\$183,326	\$10,000	\$0	\$193,326	87.9%
Total	\$1,327,864	\$721,422	\$268,043	\$60,087	\$1,049,552	79.0%
Program Participation						
National Grid	85	124	12	0	136	160.0%
NHEC	25	13	11	9	33	132.0%
PSNH	321	79	102	20	201	62.6%
Unitil	87	59	8	0	67	77.0%
Total	518	275	133	29	437	84.4%
Program Savings (Lifetime kWh)						
National Grid	393,192	1,129,000	100,000	0	1,229,000	312.6%
(1) NHEC	100,831	216,514	183,194	149,886	549,594	545.1%
PSNH	908,079	2,204,025	2,781,226	545,338	5,530,589	609.0%
Unitil	130,957	424,669	30,000	0	454,669	347.2%
Total	1,533,059	3,974,208	3,094,420	695,224	7,763,852	506.4%

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

Notes:

(1) NHEC - Lifetime kWh savings updated to reflect correct appliance savings

Other Program Savings (Lifetime MMBTU Savings from Oil, Natural Gas, Kerosene, Coal, Wood)				
National Grid	44,419	0	0	44,419
NHEC	0	0	0	0
PSNH	100,310	103,611	20,316	224,237
Unitil	0	0	0	0
Total	144,729	103,611	20,316	268,656

nhsaves@home home energy solutions	Budget Goal (2007)	Thru 9/30/2007				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$52,857	\$30,607	\$6,220	\$1,000	\$37,827	71.6%
NHEC	\$100,031	\$114,675	\$20,369	\$3,702	\$138,746	138.7%
PSNH	\$1,518,240	\$922,578	\$273,594	\$174,594	\$1,370,766	90.3%
Unitil	\$180,000	\$124,923	\$7,000	\$0	\$131,923	73.3%
Total	\$1,851,128	\$1,192,783	\$307,183	\$179,296	\$1,679,262	90.7%
Program Participation						
National Grid	84	81	14	13	108	128.6%
NHEC	67	69	13	2	84	125.4%
PSNH	698	538	191	80	809	115.9%
Unitil	<u>102</u>	<u>88</u>	<u>5</u>	<u>0</u>	<u>93</u>	<u>91.2%</u>
Total	951	776	223	95	1,094	115.0%
Program Savings (Lifetime kWh)						
National Grid	509,620	660,000	100,000	100,000	860,000	168.8%
NHEC	1,383,217	2,055,064	431,196	66,336	2,552,596	184.5%
PSNH	17,478,626	27,780,798	9,850,420	0	37,631,218	215.3%
Unitil	<u>2,961,445</u>	<u>3,298,685</u>	<u>60,000</u>	<u>0</u>	<u>3,358,685</u>	<u>113.4%</u>
Total	22,332,908	33,794,547	10,441,616	166,336	44,402,499	198.8%

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

Notes:

Other Program Savings (Lifetime MMBTU Savings from Oil, Natural Gas, Kerosene, Coal, Wood)				
National Grid	0	0	0	0
NHEC	18,651	0	0	18,651
PSNH	8,449	2,400	1,005	11,854
Unitil	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total	27,100	2,400	1,005	30,505

nhsaves@home home energy assistance	Budget Goal (2007)	Thru 9/30/2007				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$140,484	\$80,724	\$12,000	\$24,000	\$116,724	83.1%
NHEC	\$133,453	\$93,495	\$45,875	\$8,232	\$147,602	110.6%
PSNH	\$1,527,416	\$1,112,519	\$424,427	\$210,300	\$1,747,246	114.4%
Unitil	<u>\$277,934</u>	<u>\$223,845</u>	<u>\$2,275</u>	<u>\$35,000</u>	<u>\$261,120</u>	<u>94.0%</u>
Total	\$2,079,287	\$1,510,583	\$484,577	\$277,532	\$2,272,692	109.3%
Program Participation						
National Grid	38	23	3	6	32	84.2%
NHEC	87	41	39	7	87	100.0%
PSNH	684	465	208	89	762	111.4%
Unitil	<u>159</u>	<u>66</u>	<u>13</u>	<u>33</u>	<u>112</u>	<u>70.4%</u>
Total	968	595	263	135	993	102.6%
Program Savings (Lifetime kWh)						
National Grid	557,588	537,000	50,000	100,000	687,000	123.2%
NHEC	1,492,162	1,372,234	729,064	130,858	2,232,156	149.6%
PSNH	14,231,767	16,039,420	1,455,766	1,897,695	19,392,881	136.3%
Unitil	<u>1,255,210</u>	<u>1,164,016</u>	<u>229,268</u>	<u>440,900</u>	<u>1,834,184</u>	<u>146.1%</u>
Total	17,536,727	19,112,670	2,464,098	2,569,453	24,146,221	137.7%

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

Notes:

Program Savings (Lifetime MMBTU Savings from Oil, Natural Gas, Kerosene, Coal, Wood)				
National Grid	5,976	0	0	5,976
NHEC	14,545	0	0	14,545
PSNH	215,617	77,158	33,015	325,790
Unitil	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total	236,138	77,158	33,015	346,311

nhsaves@home ENERGY STAR Lighting	Budget Goal (2007)	Thru 9/30/2007				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$60,138	\$45,923	\$2,473	\$0	\$48,396	80.5%
NHEC	\$83,322	\$89,687	\$4,716	\$5,734	\$100,137	120.2%
PSNH	\$969,986	\$572,949	\$29,494	\$178,819	\$781,262	80.5%
Unitil	<u>\$210,000</u>	<u>\$116,443</u>	<u>\$28,067</u>	<u>\$65,490</u>	<u>\$210,000</u>	<u>100.0%</u>
Total	\$1,323,446	\$825,002	\$64,750	\$250,043	\$1,139,795	86.1%
Program Participation						
National Grid	7,530	7,990	1,332	0	9,322	123.8%
NHEC	12,349	28,805	1,755	2,867	33,427	270.7%
PSNH	192,529	206,685	20,191	7,979	234,855	122.0%
Unitil	<u>39,167</u>	<u>13,673</u>	<u>7,648</u>	<u>17,846</u>	<u>39,167</u>	<u>100.0%</u>
Total	251,575	257,153	30,926	28,692	316,771	125.9%
Program Savings (Lifetime kWh)						
National Grid	2,739,681	4,002,000	445,466	0	4,447,466	162.3%
NHEC	3,764,778	10,461,808	639,564	1,043,588	12,144,960	322.6%
PSNH	66,626,586	56,327,245	700,373	7,979	57,035,597	85.6%
Unitil	<u>18,045,099</u>	<u>11,974,540</u>	<u>2,331,171</u>	<u>6,760,048</u>	<u>21,065,759</u>	<u>116.7%</u>
Total	91,176,144	82,765,593	4,116,574	7,811,615	94,693,782	103.9%

Actual = Lighting products purchased, incentives paid and are recorded (booked) in utility accounting system
In Process = Customer received incentive, utility has been billed, but payment has not yet hit the utilities' books.
Prospective = Estimated number of rebates/incentives to be paid over the remaining program period.
(Participant is expressed as number of items rebated.)

Notes:

nhsaves@home ENERGY STAR Appliances	Budget Goal (2007)	Thru 9/30/2007				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$67,099	\$43,863	\$3,655	\$0	\$47,518	70.8%
NHEC	\$85,771	\$83,112	\$6,225	\$6,650	\$95,987	111.9%
PSNH	\$590,427	\$378,954	\$36,118	\$190,903	\$605,975	102.6%
Unitil	<u>\$113,108</u>	<u>\$88,122</u>	<u>\$7,496</u>	<u>\$17,491</u>	<u>\$113,108</u>	<u>100.0%</u>
Total	\$856,405	\$594,051	\$53,494	\$215,044	\$862,588	100.7%
Program Participation						
National Grid	820	566	89	0	655	79.9%
NHEC	842	1,071	126	133	1,330	158.0%
PSNH	9,514	6,116	930	507	7,553	79.4%
Unitil	<u>1,117</u>	<u>1,196</u>	<u>75</u>	<u>175</u>	<u>1,446</u>	<u>129.5%</u>
Total	12,293	8,949	1,220	815	10,984	89.4%
Program Savings (Lifetime kWh)						
National Grid	3,291,108	2,537,000	362,509	0	2,899,509	88.1%
NHEC	3,109,011	3,659,357	540,429	570,437	4,770,223	153.4%
PSNH	20,804,845	22,791,820	3,119,070	2,364,198	28,275,088	135.9%
Unitil	<u>4,690,333</u>	<u>5,608,248</u>	<u>453,600</u>	<u>1,058,400</u>	<u>7,120,248</u>	<u>151.8%</u>
Total	31,895,297	34,596,425	4,475,608	3,993,035	43,065,068	135.0%

Actual = Customer purchased appliance, incentives paid and are recorded (booked) in utility accounting system
In Process = Customer received incentive, utility has been billed, but payment has not yet hit the utilities' books.
Prospective = Estimated number of rebates/incentives to be paid over the remaining program period.

Notes:

nhsaves@work Small Business Energy Sol	Budget Goal (2007)	Thru 9/30/2007				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$389,335	\$289,068	\$102,133	\$12,377	\$403,578	103.7%
NHEC	\$96,621	\$45,421	\$41,524	\$12,715	\$99,660	103.1%
PSNH	\$2,191,060	\$1,004,814	\$216,624	\$213,066	\$1,434,504	65.5%
Unitil	<u>\$407,335</u>	<u>\$355,059</u>	<u>\$10,000</u>	<u>\$0</u>	<u>\$365,059</u>	<u>89.6%</u>
Total	\$3,084,351	\$1,694,362	\$370,281	\$238,158	\$2,302,801	74.7%
Program Participation						
National Grid	48	36	23	13	72	150.0%
NHEC	16	12	7	5	24	150.0%
PSNH	452	220	43	26	289	63.9%
Unitil	<u>86</u>	<u>57</u>	<u>5</u>	<u>0</u>	<u>62</u>	<u>72.1%</u>
Total	602	325	78	44	447	74.3%
Program Savings (Lifetime kWh)						
National Grid	8,598,481	6,854,000	2,255,602	273,344	9,382,946	109.1%
NHEC	2,135,758	1,181,188	2,071,630	421,850	3,674,668	172.1%
PSNH	72,353,278	49,020,360	12,831,597	5,782,910	67,634,867	93.5%
Unitil	<u>13,311,842</u>	<u>12,316,912</u>	<u>100,000</u>	<u>0</u>	<u>12,416,912</u>	<u>93.3%</u>
Total	96,399,359	69,372,460	17,258,829	6,478,104	93,109,393	96.6%

Actual = Work has been completed, incentives paid and are recorded (booked) in utility accounting system
In Process = Customer/Utility have a signed off on the audit and the job is being scheduled.
Prospective = An audit has been done, awaiting customer decision/signature.

Notes:

nhsaves@work Large Business Retrofit	Budget Goal (2007)	Thru 9/30/2007				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$415,712	\$97,878	\$32,135	\$31,364	\$161,377	38.8%
NHEC	\$125,724	\$80,435	\$51,993	\$46,235	\$178,663	142.1%
PSNH	\$2,225,030	\$1,560,187	\$1,083,993	\$920,548	\$3,564,728	160.2%
Unitil	<u>\$523,716</u>	<u>\$408,049</u>	<u>\$29,000</u>	<u>\$0</u>	<u>\$437,049</u>	<u>83.5%</u>
Total	\$3,290,182	\$2,146,549	\$1,197,121	\$998,147	\$4,341,817	132.0%
Program Participation						
National Grid	27	4	3	13	20	74.1%
NHEC	10	5	5	4	14	140.0%
PSNH	137	117	71	77	265	193.4%
Unitil	<u>18</u>	<u>22</u>	<u>4</u>	<u>0</u>	<u>26</u>	<u>144.4%</u>
Total	192	148	83	94	325	169.3%
Program Savings (Lifetime kWh)						
National Grid	29,745,059	1,766,000	5,577,000	4,379,000	11,722,000	39.4%
NHEC	9,900,716	13,027,185	1,208,234	966,427	15,201,846	153.5%
PSNH	115,255,327	138,425,485	50,401,074	54,660,320	243,486,878	211.3%
Unitil	<u>29,039,467</u>	<u>35,124,544</u>	<u>1,570,744</u>	<u>0</u>	<u>36,695,288</u>	<u>126.4%</u>
Total	183,940,569	188,343,214	58,757,052	60,005,747	307,106,012	167.0%

Actual = Work has been completed, incentives paid and are recorded (booked) in utility accounting system
In Process = Customer/Utility have a signed rebate form.
Prospective = A Rebate Form has been filled out, awaiting customer decision/signature.

Notes:

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

nhsaves@work New Construction	Budget Goal (2007)	Thru 9/30/2007				Percent of Budget/Goal
		Actual	In Process	Prospective	Total	
Program Expenses (\$)						
National Grid	\$504,496	\$93,703	\$5,735	\$34,625	\$134,063	26.6%
NHEC	\$124,926	\$47,209	\$61,451	\$18,778	\$127,438	102.0%
PSNH	\$1,902,316	\$873,896	\$750,460	\$406,481	\$2,030,837	106.8%
Unitil	<u>\$232,763</u>	<u>\$315,760</u>	<u>\$9,000</u>	<u>\$0</u>	<u>\$324,760</u>	<u>139.5%</u>
Total	\$2,764,501	\$1,330,568	\$826,646	\$459,884	\$2,617,098	94.7%
Program Participation						
National Grid	40	4	2	10	16	40.0%
NHEC	14	3	6	2	11	78.6%
PSNH	102	75	59	50	184	180.4%
Unitil	<u>10</u>	<u>8</u>	<u>2</u>	<u>0</u>	<u>10</u>	<u>100.0%</u>
Total	166	90	69	62	221	133.1%
Program Savings (Lifetime kWh)						
National Grid	33,702,777	2,114,000	486,000	2,756,000	5,356,000	15.9%
NHEC	5,931,749	7,543,420	784,979	261,658	8,590,057	144.8%
PSNH	44,911,029	32,555,383	15,366,141	13,022,153	60,943,677	135.7%
Unitil	<u>19,056,502</u>	<u>28,734,780</u>	<u>876,000</u>	<u>0</u>	<u>29,610,780</u>	<u>155.4%</u>
Total	103,602,057	70,947,583	17,513,120	16,039,811	104,500,514	100.9%

Actual = Work has been completed, incentives paid and are recorded (booked) in utility accounting system
 In Process = Customer/Utility have a signed rebate form.
 Prospective = A Rebate Form has been filled out, awaiting customer decision/signature.

Notes:

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

Utility Specific Programs		Budget Goal (2007)	Thru 9/30/2007				Percent of Budget/Goal
			Actual	In Process	Prospective	Total	
Program Expenses (\$)							
NGRID	Educational Programs	(\$1,532)	\$0	\$0	\$0	\$0	0.0%
NHEC	Educational Programs	\$30,218	\$9,249	\$5,135	\$0	\$14,384	47.6%
PSNH	Educational Programs	\$127,720	\$59,649	\$47,750	\$5,000	\$112,399	88.0%
Unitil	Educational Programs	<u>\$24,000</u>	<u>\$2,020</u>	<u>\$0</u>	<u>\$0</u>	<u>\$2,020</u>	8.4%
	Total	\$180,406	\$70,918	\$52,885	\$5,000	\$128,803	71.4%
NHEC	Load Management	\$125,219	\$90,698	\$9,308	\$15,115	\$115,121	91.9%
NHEC	Smart Start Program	\$39,035	\$45	\$0	\$0	\$45	0.1%
NHEC	High Efficiency Heat Pump	\$95,574	\$53,481	\$42,740	\$53,475	\$149,696	156.6%
PSNH	Smart Start Program	\$50,000	\$66,237	\$22,079	\$0	\$88,316	176.6%
PSNH	ES Homes - Geothermal	\$295,213	\$79,211	\$90,000	\$102,000	\$271,211	91.9%
PSNH	HEA - HEATSMART	\$42,173	\$0	\$0	\$0	\$0	0.0%
PSNH	C&I Customer Partnerships	\$30,000	\$16,650	\$15,000	\$0	\$31,650	105.5%
PSNH	C&I RFP Pilot Program	\$475,579	\$24,336	\$215,770	\$83,000	\$323,106	67.9%
Unitil	EE Website & Home Energ	<u>\$39,980</u>	<u>\$41,008</u>	<u>\$0</u>	<u>\$0</u>	<u>\$41,008</u>	102.6%
	Total	\$1,192,773	\$371,666	\$394,897	\$253,590	\$1,020,153	85.5%
Program Participation							
NGRID	Educational Programs	0	0	0	0	0	0.0%
NHEC	Educational Programs	0	9	5	0	14	0.0%
PSNH	Educational Programs	0	0	0	0	0	0.0%
Unitil	Educational Programs	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	0.0%
	Total	0	9	5	0	14	0.0%
NHEC	Load Management	0	0	0	0	0	0.0%
NHEC	Smart Start Program	0	1	0	0	1	0.0%
NHEC	High Efficiency Heat Pump	8	5	4	5	14	175.0%
PSNH	Smart Start Program	30	21	0	0	21	70.0%
PSNH	ES Homes - Geothermal	32	6	15	17	38	118.8%
PSNH	HEA - HEATSMART	26	3	0	3	6	23.1%
PSNH	C&I Customer Partnerships	0	2	1	0	3	0.0%
PSNH	C&I RFP Pilot Program	5	0	5	3	8	160.0%
Unitil	EE Website & Home Energ	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	0.0%
	Total	101	38	25	28	91	90.1%
Program Savings (Lifetime kWh)							
NHEC	Load Management	0	0	0	0	0	0.0%
NHEC	Smart Start Program	0	3,427,720	0	0	3,427,720	0.0%
NHEC	High Efficiency Heat Pump	1,810,239	2,672,575	2,138,060	2,672,575	7,483,210	413.4%
PSNH	Smart Start Program	0	0	0	0	0	0.0%
PSNH	ES Homes - Geothermal	12,418,463	4,448,025	7,784,044	8,821,916	21,053,985	169.5%
PSNH	HEA - HEATSMART	0	0	0	0	0	0.0%
PSNH	C&I Customer Partnerships	0	0	0	0	0	0.0%
PSNH	C&I RFP Pilot Program	19,979,333	0	17,695,591	17,158,934	34,854,525	174.5%
Unitil	EE Website & Home Energ	0	0	0	0	0	0.0%
	Total	34,208,035	10,548,320	27,617,695	28,653,425	66,819,440	195.3%

Notes

NHEC Smart Start in process included in small C&I program total in process savings