

UNITIL ENERGY SYSTEMS, INC.

**DIRECT TESTIMONY OF
LINDA S. MCNAMARA**

New Hampshire Public Utilities Commission

Docket No. DE 10-028

September 17, 2010

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Standard Charge

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1 **I. INTRODUCTION**

2 **Q. Please state your name and business address.**

3 A. My name is Linda S. McNamara. My business address is 6 Liberty Lane West,
4 Hampton, New Hampshire 03842.

5

6 **Q. For whom do you work and in what capacity?**

7 A. I am a Senior Regulatory Analyst I at Unitol Service Corp. ("USC"), which
8 provides centralized management and administrative services to all Unitol
9 Corporation's affiliates including Unitol Energy Systems, Inc. ("UES").

10

11 **Q. Please describe your business and educational background.**

12 A. In 1994 I graduated *cum laude* from the University of New Hampshire with a
13 Bachelor of Science Degree in Mathematics. Since joining USC in June 1994, I
14 have been responsible for the preparation of various regulatory filings, including
15 changes to the default service charges, price analysis, and tariff changes.

16

17 **Q. Have you previously testified before the New Hampshire Public Utilities**
18 **Commission ("Commission")?**

19 A. Yes.

20

21 **II. PURPOSE OF TESTIMONY**

22 **Q. What is the purpose of your testimony in this proceeding?**

1 A. The purpose of my testimony is to present and explain the proposed changes to
2 UES' Default Service Charge ("DSC") effective November 1, 2010, as reflected
3 in the redline tariffs provided as Schedule LSM-1.
4

5 **III. RETAIL RATE CALCULATIONS**

6 **Q. What is the proposed Non-G1 Class DSC?**

7 A. As shown on Schedule LSM-1, Page 1, the proposed Non-G1 Fixed DSC is
8 \$0.07899 per kWh for the Non-G1 Class for the period November 1, 2010
9 through April 30, 2011. The proposed Non-G1 Variable DSC for this same
10 period is also shown on this page. The proposed Non-G1 class Fixed DSC has
11 also been incorporated into the Summary of Low-Income Electric Assistance
12 Program Discounts, shown on Page 3 of Schedule LSM-1.
13

14 The proposed DSC are comprised of two components, as shown on Schedule
15 LSM-1, Page 1: A Power Supply Charge and a Renewable Portfolio Standard
16 ("RPS") Charge.
17

18 **Q. What is the proposed Power Supply Charge and RPS Charge?**

19 A. For the period November 1, 2010 through April 30, 2011, the proposed Non-G1
20 Fixed Power Supply Charge is \$0.07686 per kWh and the proposed Non-G1
21 Fixed RPS Charge is \$0.00213. Both of these figures, as well as the variable
22 amounts for the same period, are shown on Schedule LSM-1, Page 1.

1

2 **Q. How does this rate compare to the current rate?**

3 A. The Non-G1 Fixed DSC of \$0.07899 per kWh is a decrease of \$0.00590 per kWh
4 from the current DSC of \$0.08489 per kWh. This decrease reflects lower contract
5 costs for the period November 1, 2010 through April 30, 2011 compared to the
6 contract costs for the current period May 1, 2010 through October 31, 2010.

7

8 **Q. Please describe the calculation of the Non-G1 class DSC.**

9 A. The rate calculations for the Non-G1 class Power Supply Charges, Fixed and
10 Variable, are provided on Schedule LSM-2, Page 1. The rate calculations for the
11 Non-G1 class RPS Charges, Fixed and Variable, are provided on Schedule LSM-
12 3, Page 1. Both charges are calculated in the same manner.

13

14 The Variable Charge is calculated by dividing the total costs for the month,
15 including a partial reconciliation of costs and revenues through January 31, 2010¹,

¹ In its March 12, 2010 filing, UES provided the Non-G1 Class Power Supply Charge reconciliation balance as of January 31, 2010, as adjusted, in the amount of (\$224,673). UES apportioned this balance based on kWh over the twelve month period May 2010 through April 2011 as follows: (\$113,347) in May-October 2010 and (\$111,325) in November 2010-April 2011. As shown on Schedule LSM-2, Page 1, the reconciliation amount used in this filing is (\$111,325). Also in its March 12, 2010 filing, UES provided the Non-G1 Class RPS Charge reconciliation balance as of January 31, 2010, as adjusted, in the amount of \$21,646. UES apportioned this

1 by the estimated monthly Non-G1 kWh purchases. An estimated loss factor of
2 6.4% is then added to arrive at the proposed retail Variable Charges. The Fixed
3 Charge is calculated in a similar manner, except that the calculation is based on
4 totals for the entire six month period.
5

6 **Q. Have you provided support for the total forecast costs shown on Page 1,**
7 **line 2 of Schedule LSM-2?**

8 A. The details of forecasted costs for the period November 2010 through April
9 2011 are provided on Schedule LSM-2, Page 2. Line items for the various
10 costs included in default service are shown and include: Total Non-G1 Class
11 DS Supplier Charges, GIS Support Payments, Supply Related Working
12 Capital, Provision for Uncollected Accounts, Internal Company
13 Administrative Costs, Legal Charges, and Consulting Outside Service
14 Charges.
15

16 **Q. Have you provided support for the total forecast costs shown on Page 1,**
17 **line 2 of Schedule LSM-3?**

balance based on kWh over the twelve month period May 2010 through April 2011 as follows:
\$10,921 in May-October 2010 and \$10,726 in November 2010-April 2011. As shown on
Schedule LSM-2, Page 1, the reconciliation amount used in this filing is \$10,726.

1 A. The details of forecasted costs for the period November 2010 through April
2 2011 are provided on Schedule LSM-3, Page 2. Costs include Renewable
3 Energy Credits (“RECs”) and the associated working capital.
4

5 **Q. How is working capital calculated?**

6 A. Working capital included in the Power Supply Charge equals the sum of
7 working capital for Total Non-G1 Class DS Supplier Charges plus GIS
8 Support Payments, as shown on Schedule LSM-2, Page 2. It is calculated by
9 multiplying the product of Total Non-G1 Class DS Supplier Charges plus GIS
10 Support Payments and the number of days lag divided by 365 days (i.e. the
11 working capital requirement) by the prime rate.
12

13 The calculation of working capital for RECs is included in the RPS Charge
14 and is shown on Schedule LSM-3, Page 2. It is calculated by multiplying the
15 product of RECs and the number of days lead divided by 365 days (i.e. the
16 working capital requirement) by the prime rate.
17

18 The calculation of working capital included in the Power Supply Charge and
19 the RPS Charge both rely on the results of the 2009 Default Service and
20 Renewable Energy Credits Lead Lag Study. The Non-G1 class Power Supply
21 Charge working capital calculation uses 15.90 days and the Non-G1 class RPS
22 Charge working capital calculation uses (301.67) days.

1

2 **Q. How is the Provision for Uncollected Accounts shown on Schedule LSM-**
3 **2 determined?**

4 A. As ordered as part of UES' last default service filing, UES, Staff, and with
5 notice to the OCA, were required to meet prior to the next default service
6 filing to discuss the allocation of uncollected costs to the Non-G1 and G1
7 customer classes and present further information, including proposed revised
8 tariffs if appropriate, at or before the next default service hearing.

9

10 As directed, UES and Staff² met and discussed this matter. Currently, UES
11 allocates net uncollected accounts to the Non-G1 and G1 classes based on
12 each class's default service kWh billed each month. Beginning November 1,
13 2010, UES and Staff recommend that UES charge the monthly write-offs of
14 uncollected accounts to Non-G1 and G1 default service costs based on the
15 actual gross default service uncollected accounts by class. Any recoveries
16 would be allocated between Non-G1 and G1 default service, with the
17 allocation also based on the monthly gross write-off amounts. A letter
18 communicating this proposal was filed with the Commission on September 3,
19 2010.

20

² Notice of the meeting was provided to the OCA, which chose not to participate.

1 **Q. Has UES presented a tariff reflecting this change?**

2 A. Yes. A redline Schedule DS, reflecting this revision, is provided as Schedule
3 LSM-1, Page 4.

4
5 **Q. Has UES included its annual update to internal company administrative**
6 **costs associated with providing default service?**

7 A. Yes. The updated internal company administrative costs associated with
8 providing default service proposed for effect November 1, 2010 are provided
9 on Schedule LSM-6. Pages 1 and 2 of Schedule LSM-6 are formatted
10 identically to those submitted as part of the update last year.

11
12 The Settlement Agreement in DE 05-064 allows UES to update these costs
13 annually based on changes to labor costs and associated overheads. The labor
14 hours allocated to DS reflect test year values and are not adjusted. UES has
15 used an overhead rate of 95% based on the average for calendar year 2009.

16 The updated labor costs by department are detailed on Schedule LSM-6, Page
17 2 of 2.

18
19 As shown on Page 1 of 2, the revised internal administrative costs associated
20 with providing DS are \$60,373. \$23,991 of that amount is attributable to the
21 Non-G1 class and \$36,382 is attributable to the G1 class. The current internal

1 administrative costs associated with providing DS are \$63,536, with \$25,417
2 attributable to the Non-G1 class and \$38,119 attributable to the G1 class.

3

4 **Q. What is the proposed G1 Class DSC?**

5 A. Schedule LSM-1, Page 2, shows the proposed G1 Variable DSC of \$0.06652 per
6 kWh in November 2010, \$0.07273 per kWh in December 2010, and \$0.07963 per
7 kWh in January 2011. There is no fixed option DSC for the G1 class.

8

9 The proposed DSC are comprised of two componets, as shown on Schedule LSM-
10 1, Page 2: A Power Supply Charge and a Renewable Portfolio Standard ("RPS")
11 Charge.

12

13 **Q. What is the proposed Power Supply Charge and RPS Charge?**

14 A. Schedule LSM-1, Page 2, shows the proposed G1 Variable Power Supply Charges
15 of \$0.06397 per kWh in November 2010, \$0.07018 per kWh in December 2010,
16 and \$0.07663 per kWh in January 2011.

17

18 Also shown on Schedule LSM-1, Page 2, is the proposed G1 Variable RPS
19 Charge of \$0.00255 per kWh in November and December 2010, and \$0.00300 per
20 kWh in January 2011.

21

22 **Q. How do the G1 DSC compare to the current rate?**

1 A. The current DSC, based on a simple three-month average, is \$0.06697 per kWh.
2 The proposed rate, based on a simple three-month average, is \$0.07296 per kWh.
3 This is an increase of \$0.00599 per kWh, on average, from the current rate. The
4 increase reflects current market prices.
5

6 **Q. Please describe the calculation of the G1 class DSC.**

7 A. The rate calculations for the Variable Power Supply Charges are provided on
8 Schedule LSM-4, Page 1. The rate calculations for the Variable RPS Charges are
9 provided on Schedule LSM-5, Page 1. Both charges are calculated in the same
10 manner.
11

12 The Variable Charge is calculated by dividing the costs for each month, including
13 a partial reconciliation of costs and revenues through January 31, 2010³, by the

³ In its March 12, 2010 filing, UES provided the G1 Class Power Supply Charge reconciliation balance as of January 31, 2010, as adjusted, in the amount of (\$32,250). UES apportioned this balance based on kWh over the twelve month period May 2010 through April 2011 as follows: (\$8,550) in May-July 2010, (\$8,504) in August-October 2010, (\$7,612) in November 2010-January 2011, and (\$7,583) in February-April 2011. As shown on Schedule LSM-4, Page 1, the reconciliation amount used in this filing is (\$7,612). Also in its March 12, 2010 filing, UES provided the G1 Class RPS Charge reconciliation balance as of January 31, 2010, as adjusted, in the amount of \$49,175. UES apportioned this balance based on kWh over the twelve month period May 2010 through April 2011 as follows: \$13,038 in May-July 2010,

1 estimated G1 kWh purchases for the corresponding month. An estimated loss
2 factor of 4.591% is then added to arrive at the proposed retail Variable Charges.

3

4 **Q. Have you provided support for the total forecast costs shown on Page 1,**
5 **line 2 of Schedule LSM-4?**

6 A. The details of forecasted costs included in the Power Supply Charge for the
7 period November 2010 through January 2011 are provided on Schedule LSM-
8 4, Page 2. Line items for the various costs included in default service are
9 shown and include: Total G1 Class DS Supplier Charges, GIS Support
10 Payments, Supply Related Working Capital, Provision for Uncollected
11 Accounts, Internal Company Administrative Costs, Legal Charges, and
12 Consulting Outside Service Charges.

13

14 **Q. Have you provided support for the total forecast costs shown on Page 1,**
15 **line 2 of Schedule LSM-5?**

16 A. The details of forecasted costs included in the RPS Charge for the period
17 November 2010 through January 2011 are provided on Schedule LSM-5, Page

\$12,967 in August-October 2010, \$11,608 in November 2010-January 2011, and \$11,563 in
February-April 2011. As shown on Schedule LSM-5, Page 1, the reconciliation amount used in
this filing is \$11,608.

1 2. Costs include Renewable Energy Credits (“RECs”) and the associated
2 Working Capital.

3
4 **Q. How is working capital calculated?**

5 A. Working capital included in the Power Supply Charge equals the sum of
6 working capital for Total G1 Class DS Supplier Charges plus GIS Support
7 Payments, as shown on Schedule LSM-4, Page 2. It is calculated by
8 multiplying the product of Total G1 Class DS Supplier Charges plus GIS
9 Support Payments and the number of days lag divided by 365 days (i.e. the
10 working capital requirement) by the prime rate.

11
12 The calculation of working capital for RECs is included in the RPS Charge
13 and is shown on Schedule LSM-5, Page 2. It is calculated by multiplying the
14 product of RECs and the number of days lead divided by 365 days (i.e. the
15 working capital requirement) by the prime rate.

16
17 The calculation of working capital included in the Power Supply Charge and
18 the RPS Charge both rely on the results of the 2009 Default Service and
19 Renewable Energy Credits Lead Lag Study. The G1 class Power Supply
20 Charge working capital calculation uses 13.72 days and the G1 class RPS
21 Charge working capital calculation uses (297.66) days.

22

1 **IV. BILL IMPACTS**

2 **Q. Have you included any bill impacts associated with the proposed DSC rate**
3 **changes?**

4 A. Typical bill impacts as a result of changes to the DSC have been provided in
5 Schedule LSM-7.

6

7 Pages 1 through 3 provide a table comparing the existing rates to the proposed
8 rates for all the rate classes. These pages also show the impact on a typical bill
9 for each class in order to identify the effect of each rate component on a typical
10 bill.

11

12 Page 4 shows bill impacts to the residential class based on the mean and median
13 use. Page 4 is provided in a format similar to Pages 1 through 3.

14

15 Page 5 provides the overall average class bill impacts as a result of changes to the
16 DSC. As shown, for customers on Default Service, the residential class will
17 decrease about 4.1%, general service will decrease about 4.2%, large general
18 service will increase about 5.5% and outdoor lighting will decrease about 2.4%.

19

20 Pages 6 through 11 of Schedule LSM-7 provide typical bill impacts for all classes
21 for a range of usage levels.

22

1 **V. CONCLUSION**

2 **Q. Does that conclude your testimony?**

3 **A. Yes, it does.**

CALCULATION OF THE DEFAULT SERVICE CHARGE

(R)

Non-G1 Class Default Service:		<u>May-10</u>	<u>Jun-10</u>	<u>Jul-10</u>	<u>Aug-10</u>	<u>Sep-10</u>	<u>Oct-10</u>	<u>Total</u>
Power Supply Charge								
1	Reconciliation	(\$16,099)	(\$18,428)	(\$21,804)	(\$21,688)	(\$17,803)	(\$17,524)	(\$113,347)
2	Total Costs	<u>\$4,721,482</u>	<u>\$5,530,518</u>	<u>\$6,830,374</u>	<u>\$6,988,403</u>	<u>\$5,299,468</u>	<u>\$5,285,776</u>	<u>\$34,656,022</u>
3	Reconciliation plus Total Costs (L.1 + L.2)	\$4,705,383	\$5,512,090	\$6,808,569	\$6,966,715	\$5,281,665	\$5,268,252	\$34,542,674
4	kWh Purchases	<u>63,001,518</u>	<u>72,116,000</u>	<u>85,328,322</u>	<u>84,873,727</u>	<u>69,670,112</u>	<u>68,579,121</u>	<u>443,568,800</u>
5	Total, Before Losses (L.3 / L.4)	\$0.07469	\$0.07643	\$0.07979	\$0.08208	\$0.07581	\$0.07682	\$0.07787
6	Losses	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>
7	Total Retail Rate - Variable Power Supply Charge (L.5 * (1+L.6))	\$0.07947	\$0.08133	\$0.08490	\$0.08734	\$0.08066	\$0.08174	
8	Total Retail Rate - Fixed Power Supply Charge (L.5 * (1+L.6))							\$0.08286
Renewable Portfolio Standard (RPS) Charge								
9	Reconciliation	\$1,551	\$1,775	\$2,101	\$2,090	\$1,715	\$1,688	\$10,921
10	Total Costs	<u>\$118,486</u>	<u>\$135,627</u>	<u>\$160,474</u>	<u>\$159,619</u>	<u>\$131,029</u>	<u>\$128,975</u>	<u>\$834,210</u>
11	Reconciliation plus Total Costs (L.9 + L.10)	\$120,037	\$137,402	\$162,575	\$161,709	\$132,744	\$130,663	\$845,131
12	kWh Purchases	<u>63,001,518</u>	<u>72,116,000</u>	<u>85,328,322</u>	<u>84,873,727</u>	<u>69,670,112</u>	<u>68,579,121</u>	<u>443,568,800</u>
13	Total, Before Losses (L.11 / L.12)	\$0.00191	\$0.00191	\$0.00191	\$0.00191	\$0.00191	\$0.00191	\$0.00191
14	Losses	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>
15	Total Retail Rate - Variable RPS Charge (L.13 * (1+L.14))	\$0.00203	\$0.00203	\$0.00203	\$0.00203	\$0.00203	\$0.00203	
16	Total Retail Rate - Fixed RPS Charge (L.13 * (1+L.14))							\$0.00203
17	Total Retail Rate - Variable Default Service Charge (L.7 + L.15)	\$0.08150	\$0.08336	\$0.08693	\$0.08937	\$0.08269	\$0.08377	
18	Total Retail Rate - Fixed Default Service Charge (L.8+L.16)							\$0.08489
As shown on Schedule LSM-2, Page 1								
Non-G1 Class Default Service:		<u>Nov-10</u>	<u>Dec-10</u>	<u>Jan-11</u>	<u>Feb-11</u>	<u>Mar-11</u>	<u>Apr-11</u>	<u>Total</u>
Power Supply Charge								
1	Reconciliation	(\$16,806)	(\$19,941)	(\$21,368)	(\$18,607)	(\$18,308)	(\$16,294)	(\$111,325)
2	Total Costs	<u>\$4,135,671</u>	<u>\$5,219,851</u>	<u>\$6,188,946</u>	<u>\$5,438,446</u>	<u>\$4,801,961</u>	<u>\$4,202,547</u>	<u>\$29,987,423</u>
3	Reconciliation plus Total Costs (L.1 + L.2)	\$4,118,865	\$5,199,910	\$6,167,578	\$5,419,839	\$4,783,653	\$4,186,253	\$29,876,098
4	kWh Purchases	<u>62,435,714</u>	<u>74,085,957</u>	<u>79,386,877</u>	<u>69,129,750</u>	<u>68,017,584</u>	<u>60,536,337</u>	<u>413,592,219</u>
5	Total, Before Losses (L.3 / L.4)	\$0.06597	\$0.07019	\$0.07769	\$0.07840	\$0.07033	\$0.06915	\$0.07224
6	Losses	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>
7	Total Retail Rate - Variable Power Supply Charge (L.5 * (1+L.6))	\$0.07019	\$0.07468	\$0.08266	\$0.08342	\$0.07483	\$0.07358	
8	Total Retail Rate - Fixed Power Supply Charge (L.5 * (1+L.6))							\$0.07686
Renewable Portfolio Standard (RPS) Charge								
As shown on Schedule LSM-3, Page 1								
9	Reconciliation	\$1,619	\$1,921	\$2,059	\$1,793	\$1,764	\$1,570	\$10,726
10	Total Costs	<u>\$105,316</u>	<u>\$124,965</u>	<u>\$168,018</u>	<u>\$146,312</u>	<u>\$143,959</u>	<u>\$128,126</u>	<u>\$816,696</u>

NHPUC No. 3 - Electricity Delivery

Unitil Energy Systems, Inc.

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(I)

CALCULATION OF THE DEFAULT SERVICE CHARGE

					As shown on Schedule LSM-4, Page 1			
G1 Class Default Service:	<u>Aug-10</u>	<u>Sep-10</u>	<u>Oct-10</u>	<u>Total</u>	<u>Nov-10</u>	<u>Dec-10</u>	<u>Jan-11</u>	<u>Total</u>
<i>Power Supply Charge</i>								
1 Reconciliation	(\$2,944)	(\$2,837)	(\$2,723)	(\$8,504)	(\$2,407)	(\$2,572)	(\$2,634)	(\$7,612)
2 Total Costs	<u>\$817,627</u>	<u>\$668,912</u>	<u>\$638,455</u>	<u>\$2,124,994</u>	\$315,885	\$370,011	\$413,522	\$1,099,418
3 Reconciliation plus Total Costs (L.1 + L.2)	\$814,683	\$666,075	\$635,732	\$2,116,490	\$313,478	\$367,440	\$410,888	\$1,091,806
4 kWh Purchases	<u>11,801,216</u>	<u>11,375,729</u>	<u>10,917,662</u>	<u>34,094,607</u>	<u>5,125,497</u>	<u>5,475,852</u>	<u>5,608,358</u>	16,209,708
5 Total, Before Losses (L.3 / L.4)	\$0.06903	\$0.05855	\$0.05823		\$0.06116	\$0.06710	\$0.07326	
6 Losses	<u>4.591%</u>	<u>4.591%</u>	<u>4.591%</u>		<u>4.591%</u>	<u>4.591%</u>	<u>4.591%</u>	
7 Total Retail Rate - Variable Power Supply Charge (L.5 * (1+L.6))	\$0.07220	\$0.06124	\$0.06090		\$0.06397	\$0.07018	\$0.07663	
<i>Renewable Portfolio Standard (RPS) Charge</i>								
8 Reconciliation	\$4,488	\$4,327	\$4,152	\$12,967	\$3,670	\$3,921	\$4,016	\$11,608
9 Total Costs	<u>\$20,265</u>	<u>\$19,534</u>	<u>\$18,748</u>	<u>\$58,547</u>	<u>\$8,802</u>	<u>\$9,403</u>	<u>\$12,084</u>	<u>\$30,290</u>
10 Reconciliation plus Total Costs (L.8 + L.9)	\$24,754	\$23,861	\$22,900	\$71,514	\$12,472	\$13,325	\$16,101	\$41,897
11 kWh Purchases	<u>11,801,216</u>	<u>11,375,729</u>	<u>10,917,662</u>	<u>34,094,607</u>	<u>5,125,497</u>	<u>5,475,852</u>	<u>5,608,358</u>	16,209,708
12 Total, Before Losses (L.10 / L.11)	\$0.00210	\$0.00210	\$0.00210		\$0.00243	\$0.00243	\$0.00287	
13 Losses	<u>4.591%</u>	<u>4.591%</u>	<u>4.591%</u>		<u>4.591%</u>	<u>4.591%</u>	<u>4.591%</u>	
14 Total Retail Rate - Variable RPS Charge (L.12 * (1+L.13))	\$0.00219	\$0.00219	\$0.00219		\$0.00255	\$0.00255	\$0.00300	
15 Total Retail Rate - Variable Default Service Charge (L.7 + L.14)	\$0.07439	\$0.06343	\$0.06309		\$0.06652	\$0.07273	\$0.07963	

Authorized by NHPUC Order No. 25,116 in Case No. DE 10-028, dated ~~June 18, 2010~~

Issued: September 17~~June 11~~, 2010
Effective: November~~August~~ 1, 2010

Issued By: Mark H. Collin
Treasurer

NHPUC No. 3 - Electricity Delivery
Unitil Energy Systems, Inc.

Supplement No. 2

Third Second Revised Page 4

Superseding Second First Revised Page 4

(I)

***SUMMARY OF LOW-INCOME
ELECTRIC ASSISTANCE PROGRAM DISCOUNTS***

Low-Income Electric Assistance Program (LI-EAP) Discounts for Eligible Customers

				<u>Rate D</u>	
<u>Tier</u>	<u>Percentage of Federal Poverty Guidelines</u>	<u>Discount</u>	<u>Blocks</u>	<u>LI-EAP Discount(1)</u>	<u>LI-EAP Discount(1)</u>
1	176 - 185	5%	Customer Charge	(\$0.42)	(\$0.42)
			First 250 kWh	(\$0.00645)	(\$0.00615)
			Excess 250 kWh	(\$0.00670)	(\$0.00640)
2	151 - 175	7%	Customer Charge	(\$0.59)	(\$0.59)
			First 250 kWh	(\$0.00903)	(\$0.00861)
			Excess 250 kWh	(\$0.00938)	(\$0.00896)
3	126 - 150	18%	Customer Charge	(\$1.51)	(\$1.51)
			First 250 kWh	(\$0.02321)	(\$0.02215)
			Excess 250 kWh	(\$0.02411)	(\$0.02305)
4	101 - 125	33%	Customer Charge	(\$2.77)	(\$2.77)
			First 250 kWh	(\$0.04255)	(\$0.04060)
			Excess 250 kWh	(\$0.04420)	(\$0.04225)
5	76 - 100	48%	Customer Charge	(\$4.03)	(\$4.03)
			First 250 kWh	(\$0.06189)	(\$0.05905)
			Excess 250 kWh	(\$0.06429)	(\$0.06145)
6	0 - 75	70%	Customer Charge	(\$5.88)	(\$5.88)
			First 250 kWh	(\$0.09025)	(\$0.08612)
			Excess 250 kWh	(\$0.09375)	(\$0.08962)

(1) Total utility charges from Supplement No. 2, Page 2 (excluding the Electricity Consumption Tax) plus Non-G1 class Fixed Default Service Rate multiplied by the appropriate discount.

Authorized by NHPUC Order No. ~~25,133~~ in Case No. ~~DE 10-172~~, dated ~~July 30, 2010~~

Issued: September 17, 2010 ~~July 30, 2010~~
Effective: November 1, 2010 ~~August 1, 2010~~

Issued By: Mark H. Collin
Treasurer

DEFAULT SERVICE
SCHEDULE DS

AVAILABILITY

This Schedule is for energy supply service only. Customers taking service hereunder must also take service under one of the Company's Delivery Service Schedules.

Default Service shall be available under this Schedule to all Customers, including Customers that return to utility-provided energy supply service after receiving energy supply service from a Competitive Supplier or self-supply (available to Market Participant End Users as described in NHPUC Order No. 24,172), or those Customers whose energy to be provided by a Competitive Supplier or self-supply does not reach the Company's distribution system for any reason.

CHARACTER OF SERVICE

Electricity will be supplied with the same characteristics as specified in the applicable Delivery Service Schedules.

DEFAULT SERVICE CHARGE

The Default Service Charges ("DSC") for each class are specified on Page 74 for the Non-G1 class and Page 75 for the G1 class, Calculation of the Default Service Charge.

DEFAULT SERVICE CHARGE RECONCILIATION

The DSC shall be calculated separately for the Non-G1 (all classes except G1) and the G1 classes. The DSC for the Non-G1 class will be calculated on a six month basis and shall be offered as a fixed charge or as a variable charge, as provided below. The DSC for the G1 class will be calculated on a three month basis and shall be offered as a variable charge only, as provided below. The DSC shall consist of two separate components, a Power Supply Charge and a Renewable Portfolio Standard (RPS) charge. The Power Supply Charge shall be based on a forecast of all Default Service costs, excluding the costs associated with complying with RPS, and shall include an annual reconciliation with interest for any over- or under-recoveries occurring in the prior period. The RPS Charge shall be based on a forecast of the costs to comply with RPS and shall include an annual reconciliation with interest for any over- or under-recoveries occurring in the prior period.

Separate reconciliation of costs and revenues for the Power Supply Charge and the RPS Charge, for both the Non-G1 and G1 classes, shall be performed on an annual basis effective May 1. Default Service costs included in the Power Supply Charge shall include wholesale supplier charges and GIS support payments, internal company administrative costs, supply-related working capital, external company administrative costs, and a provision for uncollectible accounts attributed to Default Service. External company administrative costs will be directly assigned to the Non-G1 or G1 class, as applicable. Costs that are common to both classes will be allocated to those classes based on kWh sales. Costs of uncollectible accounts ~~will~~ be ~~directly assigned~~ allocated to the Non-G1 ~~or~~ and G1 classes ~~based on kWh~~. Default Service costs included in the RPS Charge shall include costs of compliance with the Renewable Portfolio Standard and associated working capital.

Authorized by NHPUC Order No. ~~24,980~~ in Case No DE ~~09-009~~ dated ~~June 19, 2009~~

Issued: ~~June 12, 2009~~ September 17, 2010
Effective: ~~August 1, 2009~~ November 1, 2010

Issued by: Mark H. Collin
Treasurer

Unitil Energy Systems, Inc.
Calculation of Non-G1 Class Default Service Power Supply Charge

Schedule LSM-2
Page 1 of 2

	<u>Nov-10</u> <u>Estimated</u>	<u>Dec-10</u> <u>Estimated</u>	<u>Jan-11</u> <u>Estimated</u>	<u>Feb-11</u> <u>Estimated</u>	<u>Mar-11</u> <u>Estimated</u>	<u>Apr-11</u> <u>Estimated</u>	<u>Total</u>
1 Reconciliation (1)	(\$16,806)	(\$19,941)	(\$21,368)	(\$18,607)	(\$18,308)	(\$16,294)	(\$111,325)
2 Total Costs (Page 2)	<u>\$4,135,671</u>	<u>\$5,219,851</u>	<u>\$6,188,946</u>	<u>\$5,438,446</u>	<u>\$4,801,961</u>	<u>\$4,202,547</u>	<u>\$29,987,423</u>
3 Reconciliation plus Total Costs (L.1 + L.2)	\$4,118,865	\$5,199,910	\$6,167,578	\$5,419,839	\$4,783,653	\$4,186,253	\$29,876,098
4 kWh Purchases	<u>62,435,714</u>	<u>74,085,957</u>	<u>79,386,877</u>	<u>69,129,750</u>	<u>68,017,584</u>	<u>60,536,337</u>	<u>413,592,219</u>
5 Total, Before Losses (L.3 / L.4)	\$0.06597	\$0.07019	\$0.07769	\$0.07840	\$0.07033	\$0.06915	\$0.07224
6 Losses	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>
7 Total Retail Rate - Variable Power Supply Charge (L.5 * (1+L.6))	\$0.07019	\$0.07468	\$0.08266	\$0.08342	\$0.07483	\$0.07358	
8 Total Retail Rate - Fixed Power Supply Charge (L.5 * (1+L.6))							\$0.07686

(1) As filed in UES' March 12, 2010 Default Service filing. Power Supply Charge balance as of January 31, 2010, as adjusted, allocated between rate periods (May-October 2010 and November 2010-April 2011) and then to each month on equal per kWh basis.

Total Power Supply Charge reconciliation for May 1, 2010-April 30, 2011 (\$224,673)

Reconciliation amount for May-October 2010 (\$113,347)

Reconciliation amount for November 2010-April 2011 (\$111,325)

Total (\$224,673)

<i>Calculation of Working Capital Supplier Charges and GIS Support Payments</i>											
	(a) Total Non-G1 Class DS Supplier Charges (1)	(b) GIS Support Payments	(c) Number of Days of Lag / 365	(d) Working Capital Requirement ((a+b)*c)	(e) Prime Rate	(f) Supply Related Working Capital (d * e)	(g) Provision for Uncollected Accounts	(h) Internal Company Administrative Costs	(i) Legal Charges	(j) Consulting Outside Service Charges	(k) Total Costs (sum a + b + f + g + h + i + j)
Nov-10	\$4,099,373	\$539	4.36%	\$178,599	3.25%	\$5,804	\$27,955	\$1,999	\$0	\$0	\$4,135,671
Dec-10	\$5,186,573	\$640	4.36%	\$225,963	3.25%	\$7,344	\$23,296	\$1,999	\$0	\$0	\$5,219,851
Jan-11	\$6,136,804	\$685	4.36%	\$267,359	3.25%	\$8,689	\$40,768	\$1,999	\$0	\$0	\$6,188,946
Feb-11	\$5,387,454	\$597	4.36%	\$234,712	3.25%	\$7,628	\$40,768	\$1,999	\$0	\$0	\$5,438,446
Mar-11	\$4,751,878	\$587	4.36%	\$207,025	3.25%	\$6,728	\$40,768	\$1,999	\$0	\$0	\$4,801,961
Apr-11	\$4,141,745	\$523	4.36%	\$180,444	3.25%	\$5,864	\$52,416	\$1,999	\$0	\$0	\$4,202,547
Total	\$29,703,827	\$3,571		\$1,294,103		\$42,058	\$225,971	\$11,996	\$0	\$0	\$29,987,423

(1) Estimates based on monthly average wholesale rate times estimated monthly purchases.

Unitil Energy Systems, Inc.
Calculation of Non-G1 Class Default Service Renewable Portfolio Standard (RPS) Charge

Schedule LSM-3
Page 1 of 2

	<u>Nov-10</u>	<u>Dec-10</u>	<u>Jan-11</u>	<u>Feb-11</u>	<u>Mar-11</u>	<u>Apr-11</u>	<u>Total</u>
	<u>Estimated</u>	<u>Estimated</u>	<u>Estimated</u>	<u>Estimated</u>	<u>Estimated</u>	<u>Estimated</u>	
1 Reconciliation	\$1,619	\$1,921	\$2,059	\$1,793	\$1,764	\$1,570	\$10,726
2 Total Costs (Page 2)	<u>\$105,316</u>	<u>\$124,965</u>	<u>\$168,018</u>	<u>\$146,312</u>	<u>\$143,959</u>	<u>\$128,126</u>	<u>\$816,696</u>
3 Reconciliation plus Total Costs (L.1 + L.2)	\$106,935	\$126,886	\$170,077	\$148,105	\$145,723	\$129,696	\$827,422
4 kWh Purchases	<u>62,435,714</u>	<u>74,085,957</u>	<u>79,386,877</u>	<u>69,129,750</u>	<u>68,017,584</u>	<u>60,536,337</u>	<u>413,592,219</u>
5 Total, Before Losses (L.3 / L.4)	\$0.00171	\$0.00171	\$0.00214	\$0.00214	\$0.00214	\$0.00214	\$0.00200
6 Losses	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>
7 Total Retail Rate - Variable RPS Charge (L.5 * (1+L.6))	\$0.00182	\$0.00182	\$0.00228	\$0.00228	\$0.00228	\$0.00228	
8 Total Retail Rate - Fixed RPS Charge (L.5 * (1+L.6))							\$0.00213

(1) As filed in UES' March 12, 2010 Default Service filing. RPS Charge balance as of January 31, 2010, as adjusted, allocated between rate periods (May-October 2010 and November 2010-April 2011) and then to each month on equal per kWh basis.

Total reconciliation for May 1, 2010-April 30, 2011	\$21,646
Reconciliation amount for May-October 2010	\$10,921
Reconciliation amount for November 2010-April 2011	<u>\$10,726</u>
Total	\$21,646

Unitil Energy Systems, Inc.
Itemized Costs for Non-G1 Class Default Service Renewable Portfolio Standard Charge

Schedule LSM-3
Page 2 of 2

	(a) Renewable Energy Credits (1)	<i>Calculation of Working Capital</i>				(f) Total Costs (sum a + e)
		(b) Number of Days of Lag / 365	(c) Working Capital Requirement (a*b)	(d) Prime Rate	(e) Supply Related Working Capital (c * d)	
Nov-10	\$108,223	(82.65%)	(\$89,445)	3.25%	(\$2,907)	\$105,316
Dec-10	\$128,414	(82.65%)	(\$106,134)	3.25%	(\$3,449)	\$124,965
Jan-11	\$172,656	(82.65%)	(\$142,699)	3.25%	(\$4,638)	\$168,018
Feb-11	\$150,351	(82.65%)	(\$124,264)	3.25%	(\$4,039)	\$146,312
Mar-11	\$147,933	(82.65%)	(\$122,265)	3.25%	(\$3,974)	\$143,959
Apr-11	<u>\$131,663</u>	(82.65%)	<u>(\$108,818)</u>	3.25%	<u>(\$3,537)</u>	<u>\$128,126</u>
Total	\$839,239		(\$693,625)		(\$22,543)	\$816,696

(1) Schedule RSF-4.

Unitil Energy Systems, Inc.
Calculation of G1 Large General Service Class Default Service Power Supply Charge

Schedule LSM-4
Page 1 of 2

	<u>Nov-10</u> <u>Estimated</u>	<u>Dec-10</u> <u>Estimated</u>	<u>Jan-11</u> <u>Estimated</u>	<u>Total</u>
1 Reconciliation (1)	(\$2,407)	(\$2,572)	(\$2,634)	(\$7,612)
2 Total Costs (Page 2)	<u>\$315,885</u>	<u>\$370,011</u>	<u>\$413,522</u>	<u>\$1,099,418</u>
3 Reconciliation plus Total Costs (L.1 + L.2)	\$313,478	\$367,440	\$410,888	\$1,091,806
4 kWh Purchases	<u>5,125,497</u>	<u>5,475,852</u>	<u>5,608,358</u>	16,209,708
5 Total, Before Losses (L.3 / L.4)	\$0.06116	\$0.06710	\$0.07326	
6 Losses	<u>4.591%</u>	<u>4.591%</u>	<u>4.591%</u>	
7 Total Retail Rate - Variable Power Supply Charge (L.5 * (1+L.6))	\$0.06397	\$0.07018	\$0.07663	

(1) As filed in UES' March 12, 2010 Default Service filing. Power Supply Charge balance as of January 31, 2010, as adjusted, allocated between rate periods (May-July 2010, August-October 2010, November 2010-January 2011, and February-April 2011) and then to each month on equal per kWh basis.

Total Power Supply Charge reconciliation for May 1, 2010-April 30, 2011	(\$32,250)
Reconciliation amount for May-July 2010	(\$8,550)
Reconciliation amount for August-October 2010	(\$8,504)
Reconciliation amount for November 2010-January 2011	(\$7,612)
Reconciliation amount for February-April 2011	<u>(\$7,583)</u>
Total	(\$32,250)

Redacted

Unitil Energy Systems, Inc.
Itemized Costs for G1 Class Default Service Power Supply Charge

Schedule LSM-4
Page 2 of 2

<div> <div>Calculation of Working Capital</div> <div>Supplier Charges and GIS Support Payments</div> </div>											
	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)
	Total G1 Class DS Supplier Charges (1)	GIS Support Payments	Number of Days of Lag / 365	Working Capital Requirement ((a+b)*c)	Prime Rate	Supply Related Working Capital (d * e)	Provision for Uncollected Accounts	Internal Company Administrative Costs	Legal Charges	Consulting Outside Service Charges	Total Costs (sum a + b + f + g + h + i + j)
Nov-10	Redacted	\$44	3.76%	Redacted	3.25%	Redacted	Redacted	\$3,032	\$0	\$0	\$315,885
Dec-10	Redacted	\$47	3.76%	Redacted	3.25%	Redacted	Redacted	\$3,032	\$0	\$0	\$370,011
Jan-11	Redacted	<u>\$48</u>	3.76%	Redacted	3.25%	Redacted	Redacted	<u>\$3,032</u>	<u>\$0</u>	<u>\$0</u>	<u>\$413,522</u>
Total	Redacted	\$140		Redacted		Redacted	Redacted	\$9,096	\$0	\$0	\$1,099,418

(1) Estimates based on monthly average wholesale rate times estimated monthly purchases.

Unitil Energy Systems, Inc.
Calculation of G1 Class Default Service Renewable Portfolio Standard (RPS) Charge

Schedule LSM-5
Page 1 of 2

	<u>Nov-10</u> <u>Estimated</u>	<u>Dec-10</u> <u>Estimated</u>	<u>Jan-11</u> <u>Estimated</u>	<u>Total</u>
1 Reconciliation (1)	\$3,670	\$3,921	\$4,016	\$11,608
2 Total Costs (Page 2)	<u>\$8,802</u>	<u>\$9,403</u>	<u>\$12,084</u>	<u>\$30,290</u>
3 Reconciliation plus Total Costs (L.1 + L.2)	\$12,472	\$13,325	\$16,101	\$41,897
4 kWh Purchases	<u>5,125,497</u>	<u>5,475,852</u>	<u>5,608,358</u>	16,209,708
5 Total, Before Losses (L.3 / L.4)	\$0.00243	\$0.00243	\$0.00287	
6 Losses	<u>4.591%</u>	<u>4.591%</u>	<u>4.591%</u>	
7 Total Retail Rate - Variable RPS Charge (L.5 * (1+L.6))	\$0.00255	\$0.00255	\$0.00300	

(1) As filed in UES' March 12, 2010 Default Service filing. RPS Charge balance as of January 31, 2010, as adjusted, allocated between rate periods (May-July 2010, August-October 2010, November 2010-January 2011, and February-April 2011) and then to each month on equal per kWh basis.

Total RPS Charge reconciliation for May 1, 2010-April 30, 2011	\$49,175
Reconciliation amount for May-July 2010	\$13,038
Reconciliation amount for August-October 2010	\$12,967
Reconciliation amount for November 2010-January 2011	\$11,608
Reconciliation amount for February-April 2011	<u>\$11,563</u>
Total	\$49,175

Unitil Energy Systems, Inc.
Itemized Costs for G1 Class Default Service Renewable Portfolio Standard Charge

Schedule LSM-5
Page 2 of 2

		<i>Calculation of Working Capital</i>				
(a)		(b)	(c)	(d)	(e)	(f)
Renewable Energy Credits		Number of	Working		Supply Related Working	
(1)		Days of Lag /	Capital	Prime Rate	Capital (c * d)	Total Costs (sum a + e)
		365	Requirement			
			(a*b)			
Nov-10	\$9,041	(81.55%)	(\$7,373)	3.25%	(\$240)	\$8,802
Dec-10	\$9,659	(81.55%)	(\$7,877)	3.25%	(\$256)	\$9,403
Jan-11	<u>\$12,413</u>	(81.55%)	<u>(\$10,123)</u>	3.25%	<u>(\$329)</u>	<u>\$12,084</u>
Total	\$31,114		(\$25,374)		(\$825)	\$30,290

(1) Schedule RSF-4.

Unitil Energy Systems, Inc.
Internal Administrative Costs associated with Default Service

Schedule LSM-6
Page 1 of 2

		<u>G1 Class</u>	<u>Non-G1 Class</u>	<u>Total</u>	<u>Notes:</u>
Energy Contracts Department:					
1	Average Cost of Labor per Hour	\$36.66	\$36.66	\$36.66	1
2	Estimated Annual Hours Required to Accomplish Tasks	<u>249.4</u>	<u>150.6</u>	<u>400.0</u>	
3	Cost of Labor	\$9,143	\$5,521	\$14,664	
4	Overhead (Line 3 * Overhead rate)	<u>\$8,686</u>	<u>\$5,245</u>	<u>\$13,931</u>	2
5	Total Labor and Overhead Cost	<u>\$17,829</u>	<u>\$10,766</u>	<u>\$28,595</u>	
Regulatory Services Department:					
1	Average Cost of Labor per Hour	\$43.79	\$43.79	\$43.79	1
2	Estimated Annual Hours Required to Accomplish Tasks	<u>88.0</u>	<u>35.0</u>	<u>123.0</u>	
3	Cost of Labor	\$3,854	\$1,533	\$5,386	
4	Overhead (Line 3 * Overhead rate)	<u>\$3,661</u>	<u>\$1,456</u>	<u>\$5,117</u>	2
5	Total Labor and Overhead Cost	<u>\$7,514</u>	<u>\$2,989</u>	<u>\$10,503</u>	
Accounts Payable Department:					
1	Average Cost of Labor per Hour	\$22.24	\$22.24	\$22.24	1
2	Estimated Annual Hours Required to Accomplish Tasks	<u>6.0</u>	<u>6.0</u>	<u>12.0</u>	
3	Cost of Labor	\$133	\$133	\$267	
4	Overhead (Line 3 * Overhead rate)	<u>\$127</u>	<u>\$127</u>	<u>\$254</u>	2
5	Total Labor and Overhead Cost	<u>\$260</u>	<u>\$260</u>	<u>\$520</u>	
General Accounting Department:					
1	Average Cost of Labor per Hour	\$38.46	\$38.46	\$38.46	1
2	Estimated Annual Hours Required to Accomplish Tasks	<u>6.0</u>	<u>6.0</u>	<u>12.0</u>	
3	Cost of Labor	\$231	\$231	\$462	
4	Overhead (Line 3 * Overhead rate)	<u>\$219</u>	<u>\$219</u>	<u>\$438</u>	2
5	Total Labor and Overhead Cost	<u>\$450</u>	<u>\$450</u>	<u>\$900</u>	
Finance Department:					
1	Average Cost of Labor per Hour	\$38.58	\$38.58	\$38.58	1
2	Estimated Annual Hours Required to Accomplish Tasks	<u>26.0</u>	<u>26.0</u>	<u>52.0</u>	
3	Cost of Labor	\$1,003	\$1,003	\$2,006	
4	Overhead (Line 3 * Overhead rate)	<u>\$953</u>	<u>\$953</u>	<u>\$1,906</u>	2
5	Total Labor and Overhead Cost	<u>\$1,956</u>	<u>\$1,956</u>	<u>\$3,912</u>	
Communications Department:					
1	Average Cost of Labor per Hour	\$45.95	\$45.95	\$45.95	1
2	Estimated Annual Hours Required to Accomplish Tasks	<u>60.0</u>	<u>60.0</u>	<u>120.0</u>	
3	Cost of Labor	\$2,757	\$2,757	\$5,514	
4	Overhead (Line 3 * Overhead rate)	<u>\$2,619</u>	<u>\$2,619</u>	<u>\$5,238</u>	2
5	Total Labor and Overhead Cost	<u>\$5,376</u>	<u>\$5,376</u>	<u>\$10,752</u>	
Business Development Department:					
1	Average Cost of Labor per Hour	\$40.48	\$40.48	\$40.48	1
2	Estimated Annual Hours Required to Accomplish Tasks	<u>8.0</u>	<u>0.0</u>	<u>8.0</u>	
3	Cost of Labor	\$324	\$0	\$324	
4	Overhead (Line 3 * Overhead rate)	<u>\$308</u>	<u>\$0</u>	<u>\$308</u>	2
5	Total Labor and Overhead Cost	<u>\$631</u>	<u>\$0</u>	<u>\$631</u>	
Information Systems Department:					
1	Average Cost of Labor per Hour	\$39.79	\$39.79	\$39.79	1
2	Estimated Annual Hours Required to Accomplish Tasks	<u>3.6</u>	<u>1.4</u>	<u>5.0</u>	
3	Cost of Labor	\$143	\$56	\$199	
4	Overhead (Line 3 * Overhead rate)	<u>\$136</u>	<u>\$53</u>	<u>\$189</u>	2
5	Total Labor and Overhead Cost	<u>\$279</u>	<u>\$109</u>	<u>\$388</u>	
Customer Service Department:					
1	Average Cost of Labor per Hour	\$22.28	\$22.28	\$22.28	1
2	Estimated Annual Hours Required to Accomplish Tasks	<u>48.0</u>	<u>48.0</u>	<u>96.0</u>	
3	Cost of Labor	\$1,069	\$1,069	\$2,139	
4	Overhead (Line 3 * Overhead rate)	<u>\$1,016</u>	<u>\$1,016</u>	<u>\$2,032</u>	2
5	Total Labor and Overhead Cost	<u>\$2,085</u>	<u>\$2,085</u>	<u>\$4,171</u>	
TOTAL ANNUAL COST		<u>\$36,382</u>	<u>\$23,991</u>	<u>\$60,373</u>	

Notes:

- 1) See Schedule LSM-6, Page 2 of 2.
- 2) Based on Unitil Service Corp. overhead rate of 95% (2009 average rate).

Unitil Service Corp.
Average Cost of Labor per Hour by Department

<u>Department</u> (a)	<u>Full Time Equivalent (1)</u> (b)	<u>Annualized Base Labor</u> (c)	<u>Open Positions</u> (d)	<u>Open Positions (2)</u> (e)	<u>Total Positions</u> (b) + (d) = (f)	<u>Total Salaries</u> (c) + (e) = (g)	<u>Avg Hrly Labor Cost (3)</u> (g) ÷ (f) ÷ 2080 = (h)
Energy Contracts	7.00	\$533,790	0.00	\$0	7.00	\$533,790	\$36.66
Regulatory / Legal	9.00	\$819,675	0.00	\$0	9.00	\$819,675	\$43.79
Accounts Payable	4.00	\$191,515	1.00	\$39,831	5.00	\$231,346	\$22.24
General Accounting	18.30 (4)	\$1,463,875	0.00	\$0	18.30	\$1,463,875	\$38.46
Finance	6.00	\$498,194	1.00	\$63,585	7.00	\$561,779	\$38.58
Communications	4.00	\$382,279	0.00	\$0	4.00	\$382,279	\$45.95
Business Development	16.00	\$1,347,150	0.00	\$0	16.00	\$1,347,150	\$40.48
Information Systems	16.00	\$1,242,527	1.00	\$164,441	17.00	\$1,406,968	\$39.79
Customer Service	48.00	\$2,250,792	4.00	\$159,324	52.00	\$2,410,116	\$22.28

(1) Annualized salaries of active employees as of January 1, 2010.

(2) Salary range midpoint of open positions as of January 1, 2010.

(3) Total Salaries ÷ Total positions ÷ (40 hours/wk * 52 weeks/yr).

(4) Includes two part-time employees.

Unitil Energy Systems, Inc.
Typical Bill Impacts by Rate Component

Residential Rate D 500 kWh Bill

	8/1/2010	11/1/2010					%
<u>Rate Components</u>	<u>Current Rate</u>	<u>As Revised</u>	<u>Difference</u>	<u>Current Bill*</u>	<u>As Revised Bill*</u>	<u>Difference</u>	<u>Difference to Total Bill</u>
Customer Charge	\$8.40	\$8.40	\$0.00	\$8.40	\$8.40	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge							
First 250 kWh	\$0.02248	\$0.02248	\$0.00000	\$5.62	\$5.62	\$0.00	0.0%
Excess 250 kWh	\$0.02748	\$0.02748	\$0.00000	\$6.87	\$6.87	\$0.00	0.0%
External Delivery Charge	\$0.01688	\$0.01688	\$0.00000	\$8.44	\$8.44	\$0.00	0.0%
Stranded Cost Charge	\$0.00138	\$0.00138	\$0.00000	\$0.69	\$0.69	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$1.65	\$1.65	\$0.00	0.0%
Default Service Charge	<u>\$0.08489</u>	<u>\$0.07899</u>	<u>(\$0.00590)</u>	<u>\$42.45</u>	<u>\$39.50</u>	<u>(\$2.95)</u>	<u>-4.0%</u>
First 250 kWh	\$0.12893	\$0.12303	(\$0.00590)				
Excess 250 kWh	\$0.13393	\$0.12803	(\$0.00590)				
Total Bill				\$74.12	\$71.17	(\$2.95)	-4.0%

* Impacts do not include the Electricity Consumption Tax.

Unitil Energy Systems, Inc.
Typical Bill Impacts by Rate Component

<u>Regular General G2 Quick Recovery Water Heating and Space Heating 2,000 kWh Typical Bill</u>							
	8/1/2010	11/1/2010					%
<u>Rate Components</u>	<u>Current Rate</u>	<u>As Revised</u>	<u>Difference</u>	<u>Current Bill*</u>	<u>As Revised Bill*</u>	<u>Difference</u>	<u>Difference to Total Bill</u>
Customer Charge	\$3.75	\$3.75	\$0.00	\$3.75	\$3.75	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge	\$0.02526	\$0.02526	\$0.00000	\$50.52	\$50.52	\$0.00	0.0%
External Delivery Charge	\$0.01688	\$0.01688	\$0.00000	\$33.76	\$33.76	\$0.00	0.0%
Stranded Cost Charge	\$0.00138	\$0.00138	\$0.00000	\$2.76	\$2.76	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$6.60	\$6.60	\$0.00	0.0%
Default Service Charge	<u>\$0.08489</u>	<u>\$0.07899</u>	<u>(\$0.00590)</u>	<u>\$169.78</u>	<u>\$157.98</u>	<u>(\$11.80)</u>	<u>-4.4%</u>
Total	\$0.13171	\$0.12581	(\$0.00590)	\$263.42	\$251.62	(\$11.80)	-4.4%
Total Bill				\$267.17	\$255.37	(\$11.80)	-4.4%

<u>Regular General G2 kWh Meter 125 kWh Typical Bill</u>							
	8/1/2010	11/1/2010					%
<u>Rate Components</u>	<u>Current Rate</u>	<u>As Revised</u>	<u>Difference</u>	<u>Current Bill*</u>	<u>As Revised Bill*</u>	<u>Difference</u>	<u>Difference to Total Bill</u>
Customer Charge	\$8.40	\$8.40	\$0.00	\$8.40	\$8.40	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge	\$0.03413	\$0.03413	\$0.00000	\$4.27	\$4.27	\$0.00	0.0%
External Delivery Charge	\$0.01688	\$0.01688	\$0.00000	\$2.11	\$2.11	\$0.00	0.0%
Stranded Cost Charge	\$0.00138	\$0.00138	\$0.00000	\$0.17	\$0.17	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$0.41	\$0.41	\$0.00	0.0%
Default Service Charge	<u>\$0.08489</u>	<u>\$0.07899</u>	<u>(\$0.00590)</u>	<u>\$10.61</u>	<u>\$9.87</u>	<u>(\$0.74)</u>	<u>-2.8%</u>
Total	\$0.14058	\$0.13468	(\$0.00590)	\$17.57	\$16.84	(\$0.74)	-2.8%
Total Bill				\$25.97	\$25.24	(\$0.74)	-2.8%

* Impacts do not include the Electricity Consumption Tax.

Unitil Energy Systems, Inc.
Typical Bill Impacts by Rate Component

<u>Regular General G2 Demand, 10 kW, 3,000 kWh Typical Bill</u>							
	8/1/2010	11/1/2010					%
<u>Rate Components</u>	<u>Current Rate</u>	<u>As revised</u>	<u>Difference</u>	<u>Current Bill*</u>	<u>As Revised Bill*</u>	<u>Difference</u>	<u>Difference to Total Bill</u>
Customer Charge	\$11.00	\$11.00	\$0.00	\$11.00	\$11.00	\$0.00	0.0%
	<u>All kW</u>	<u>All kW</u>					
Distribution Charge	\$7.03	\$7.03	\$0.00	\$70.30	\$70.30	\$0.00	0.0%
Stranded Cost Charge	<u>\$0.24</u>	<u>\$0.24</u>	<u>\$0.00</u>	<u>\$2.40</u>	<u>\$2.40</u>	<u>\$0.00</u>	<u>0.0%</u>
Total	\$7.27	\$7.27	\$0.00	\$72.70	\$72.70	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge	\$0.00438	\$0.00438	\$0.00000	\$13.14	\$13.14	\$0.00	0.0%
External Delivery Charge	\$0.01688	\$0.01688	\$0.00000	\$50.64	\$50.64	\$0.00	0.0%
Stranded Cost Charge	\$0.00046	\$0.00046	\$0.00000	\$1.38	\$1.38	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$9.90	\$9.90	\$0.00	0.0%
Default Service Charge	<u>\$0.08489</u>	<u>\$0.07899</u>	<u>(\$0.00590)</u>	<u>\$254.67</u>	<u>\$236.97</u>	<u>(\$17.70)</u>	<u>-4.3%</u>
Total	\$0.10991	\$0.10401	(\$0.00590)	\$329.73	\$312.03	(\$17.70)	-4.3%
Total Bill				\$413.43	\$395.73	(\$17.70)	-4.3%

<u>Large General - G1 550 kVa, 200,000 kWh Typical Bill</u>							
	8/1/2010	11/1/2010					%
<u>Rate Components</u>	<u>Current Rate</u>	<u>As Revised</u>	<u>Difference</u>	<u>Current Bill*</u>	<u>As Revised Bill*</u>	<u>Difference</u>	<u>Difference to Total Bill</u>
Customer Charge	\$108.86	\$108.86	\$0.00	\$108.86	\$108.86	\$0.00	0.0%
	<u>All kVa</u>	<u>All kVa</u>					
Distribution Charge	\$5.69	\$5.69	\$0.00	\$3,129.50	\$3,129.50	\$0.00	0.0%
Stranded Cost Charge	<u>\$0.34</u>	<u>\$0.34</u>	<u>\$0.00</u>	<u>\$187.00</u>	<u>\$187.00</u>	<u>\$0.00</u>	<u>0.0%</u>
Total	\$6.03	\$6.03	\$0.00	\$3,316.50	\$3,316.50	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge	\$0.00438	\$0.00438	\$0.00000	\$876.00	\$876.00	\$0.00	0.0%
External Delivery Charge	\$0.01688	\$0.01688	\$0.00000	\$3,376.00	\$3,376.00	\$0.00	0.0%
Stranded Cost Charge	\$0.00041	\$0.00041	\$0.00000	\$82.00	\$82.00	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$660.00	\$660.00	\$0.00	0.0%
Default Service Charge	<u>\$0.06697</u>	<u>\$0.07296</u>	<u>\$0.00599</u>	<u>\$13,394.00</u>	<u>\$14,592.00</u>	<u>\$1,198.00</u>	<u>5.5%</u>
Total	\$0.09194	\$0.09793	\$0.00599	\$18,388.00	\$19,586.00	\$1,198.00	5.5%
Total Bill				\$21,813.36	\$23,011.36	\$1,198.00	5.5%

* Impacts do not include the Electricity Consumption Tax.

Unitil Energy Systems, Inc.
Typical Bill Impacts for Residential Rate Class based on Mean and Median Usage

Residential Rate D 645 kWh Bill - Mean Use*

	8/1/2010	11/1/2010					%
<u>Rate Components</u>	<u>Current Rate</u>	<u>As Revised</u>	<u>Difference</u>	<u>Current Bill**</u>	<u>As Revised Bill**</u>	<u>Difference</u>	<u>Difference to Total Bill</u>
Customer Charge	\$8.40	\$8.40	\$0.00	\$8.40	\$8.40	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge							
First 250 kWh	\$0.02248	\$0.02248	\$0.00000	\$5.62	\$5.62	\$0.00	0.0%
Excess 250 kWh	\$0.02748	\$0.02748	\$0.00000	\$10.85	\$10.85	\$0.00	0.0%
External Delivery Charge	\$0.01688	\$0.01688	\$0.00000	\$10.89	\$10.89	\$0.00	0.0%
Stranded Cost Charge	\$0.00138	\$0.00138	\$0.00000	\$0.89	\$0.89	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$2.13	\$2.13	\$0.00	0.0%
Default Service Charge	<u>\$0.08489</u>	<u>\$0.07899</u>	<u>(\$0.00590)</u>	<u>\$54.75</u>	<u>\$50.95</u>	<u>(\$3.81)</u>	<u>-4.1%</u>
First 250 kWh	\$0.12893	\$0.12303	(\$0.00590)				
Excess 250 kWh	\$0.13393	\$0.12803	(\$0.00590)				
Total Bill				\$93.53	\$89.73	(\$3.81)	-4.1%

Residential Rate D 540 kWh Bill - Median Use*

	8/1/2010	11/1/2010					%
<u>Rate Components</u>	<u>Current Rate</u>	<u>As Revised</u>	<u>Difference</u>	<u>Current Bill**</u>	<u>As Revised Bill**</u>	<u>Difference</u>	<u>Difference to Total Bill</u>
Customer Charge	\$8.40	\$8.40	\$0.00	\$8.40	\$8.40	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge							
First 250 kWh	\$0.02248	\$0.02248	\$0.00000	\$5.62	\$5.62	\$0.00	0.0%
Excess 250 kWh	\$0.02748	\$0.02748	\$0.00000	\$7.97	\$7.97	\$0.00	0.0%
External Delivery Charge	\$0.01688	\$0.01688	\$0.00000	\$9.12	\$9.12	\$0.00	0.0%
Stranded Cost Charge	\$0.00138	\$0.00138	\$0.00000	\$0.75	\$0.75	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$1.78	\$1.78	\$0.00	0.0%
Default Service Charge	<u>\$0.08489</u>	<u>\$0.07899</u>	<u>(\$0.00590)</u>	<u>\$45.84</u>	<u>\$42.65</u>	<u>(\$3.19)</u>	<u>-4.0%</u>
First 250 kWh	\$0.12893	\$0.12303	(\$0.00590)				
Excess 250 kWh	\$0.13393	\$0.12803	(\$0.00590)				
Total Bill				\$79.47	\$76.29	(\$3.19)	-4.0%

* Based on billing period January through December 2009.

** Impacts do not include the Electricity Consumption Tax.

Unitil Energy Systems, Inc.
Average Class Bill Impacts
Due to Proposed Rate Changes Effective November 1, 2010

(A) <u>Class of Service</u>	(B) <u>Number of Customers</u>	(C) <u>Annual kWh Sales</u>	(D) <u>Annual kW / kVA Sales</u>	(E) <u>Proposed DSC Change \$</u>	(F) <u>Estimated Annual Revenue \$ Under Present Rates</u>	(G) <u>Estimated Annual Revenue \$ Under Proposed Rates</u>	(H) <u>Proposed Net Change Revenue \$</u>	(I) <u>% Change DSC Revenue</u>
Residential	738,543	486,378,217	n/a	(\$2,869,631)	\$70,499,859	\$67,630,227	(\$2,869,631)	(4.1%)
General Service	125,046	354,008,286	1,298,686	(\$2,088,649)	\$49,845,066	\$47,756,417	(\$2,088,649)	(4.2%)
Large General Service	1,822	364,679,187	996,528	\$2,184,428	\$39,566,881	\$41,751,309	\$2,184,428	5.5%
Outdoor Lighting	117,884	9,206,974	n/a	(\$54,321)	\$2,257,205	\$2,202,884	(\$54,321)	(2.4%)
Total	983,295	1,214,272,664		(\$2,828,173)	\$162,169,011	\$159,340,838	(\$2,828,173)	(1.7%)

(B), (C), (D) Test year billing determinants in DE 05-178

(E) Difference in proposed rate and current rate, times the billing determinants shown in Column (C). The proposed and current DSC for the G1 class used in this analysis are based on the average of the DSC for each 3-month period.

(F) Based on current rates times billing determinants shown in Columns (B), (C) and (D).

(G) Sum of Columns (E) and (F)

(H) Column (G) minus Column (F)

(I) Column (H) divided by Column (F)

Unitil Energy Systems, Inc. Typical Bill Impacts - August 1, 2010 versus November 1, 2010 Impacts do NOT include the Electricity Consumption Tax Impact on D Rate Customers				
Average kWh	Total Bill Using Rates 8/1/2010	Total Bill Using Rates 11/1/2010	Total Difference	% Total Difference
125	\$24.52	\$23.78	(\$0.74)	(3.0%)
250	\$40.63	\$39.16	(\$1.47)	(3.6%)
500	\$74.12	\$71.17	(\$2.95)	(4.0%)
600	\$87.51	\$83.97	(\$3.54)	(4.0%)
750	\$107.60	\$103.17	(\$4.42)	(4.1%)
1,000	\$141.08	\$135.18	(\$5.90)	(4.2%)
1,250	\$174.56	\$167.19	(\$7.38)	(4.2%)
1,500	\$208.05	\$199.20	(\$8.85)	(4.3%)
2,000	\$275.01	\$263.21	(\$11.80)	(4.3%)
3,500	\$475.91	\$455.26	(\$20.65)	(4.3%)
5,000	\$676.80	\$647.30	(\$29.50)	(4.4%)

	<u>Rates - Effective August 1, 2010</u>	<u>Rates - Proposed November 1, 2010</u>	<u>Difference</u>
Customer Charge	\$8.40	\$8.40	\$0.00
	<u>kWh</u>	<u>kWh</u>	<u>kWh</u>
Distribution Charge: First 250 kWh	\$0.02248	\$0.02248	\$0.00000
Excess 250 kWh	\$0.02748	\$0.02748	\$0.00000
External Delivery Charge	\$0.01688	\$0.01688	\$0.00000
Stranded Cost Charge	\$0.00138	\$0.00138	\$0.00000
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000
Default Service Charge	<u>\$0.08489</u>	<u>\$0.07899</u>	<u>(\$0.00590)</u>
TOTAL First 250 kWh	\$0.12893	\$0.12303	(\$0.00590)
Excess 250 kWh	\$0.13393	\$0.12803	(\$0.00590)

Unitil Energy Systems, Inc.						
Typical Bill Impacts - August 1, 2010 versus November 1, 2010						
Impacts do NOT include the Electricity Consumption Tax						
Impact on G2 Rate Customers						
Load Factor	Average Monthly kW	Average Monthly kWh	Total Bill Using Rates 8/1/2010	Total Bill Using Rates 11/1/2010	Total Difference	% Total Difference
20%	5	730	\$127.58	\$123.28	(\$4.31)	(3.4%)
20%	10	1,460	\$244.17	\$235.55	(\$8.61)	(3.5%)
20%	15	2,190	\$360.75	\$347.83	(\$12.92)	(3.6%)
20%	25	3,650	\$593.92	\$572.39	(\$21.53)	(3.6%)
20%	50	7,300	\$1,176.84	\$1,133.77	(\$43.07)	(3.7%)
20%	75	10,950	\$1,759.76	\$1,695.16	(\$64.61)	(3.7%)
20%	100	14,600	\$2,342.69	\$2,256.55	(\$86.14)	(3.7%)
20%	150	21,900	\$3,508.53	\$3,379.32	(\$129.21)	(3.7%)
36%	5	1,314	\$191.77	\$184.02	(\$7.75)	(4.0%)
36%	10	2,628	\$372.54	\$357.04	(\$15.51)	(4.2%)
36%	15	3,942	\$553.32	\$530.06	(\$23.26)	(4.2%)
36%	25	6,570	\$914.86	\$876.10	(\$38.76)	(4.2%)
36%	50	13,140	\$1,818.72	\$1,741.19	(\$77.53)	(4.3%)
36%	75	19,710	\$2,722.58	\$2,606.29	(\$116.29)	(4.3%)
36%	100	26,280	\$3,626.43	\$3,471.38	(\$155.05)	(4.3%)
36%	150	39,420	\$5,434.15	\$5,201.57	(\$232.58)	(4.3%)
50%	5	1,825	\$247.94	\$237.17	(\$10.77)	(4.3%)
50%	10	3,650	\$484.87	\$463.34	(\$21.54)	(4.4%)
50%	15	5,475	\$721.81	\$689.50	(\$32.30)	(4.5%)
50%	25	9,125	\$1,195.68	\$1,141.84	(\$53.84)	(4.5%)
50%	50	18,250	\$2,380.36	\$2,272.68	(\$107.68)	(4.5%)
50%	75	27,375	\$3,565.04	\$3,403.52	(\$161.51)	(4.5%)
50%	100	36,500	\$4,749.72	\$4,534.37	(\$215.35)	(4.5%)
50%	150	54,750	\$7,119.07	\$6,796.05	(\$323.02)	(4.5%)
	<u>Rates - Effective August 1, 2010</u>	<u>Rates - Proposed November 1, 2010</u>	<u>Difference</u>			
Customer Charge	\$11.00	\$11.00	\$0.00			
	<u>All kW</u>	<u>All kW</u>	<u>All kW</u>			
Distribution Charge	\$7.03	\$7.03	\$0.00			
Stranded Cost Charge	\$0.24	\$0.24	\$0.00			
TOTAL	\$7.27	\$7.27	\$0.00			
	<u>kWh</u>	<u>kWh</u>	<u>kWh</u>			
Distribution Charge	\$0.00438	\$0.00438	\$0.00000			
External Delivery Charge	\$0.01688	\$0.01688	\$0.00000			
Stranded Cost Charge	\$0.00046	\$0.00046	\$0.00000			
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000			
Default Service Charge	\$0.08489	\$0.07899	(\$0.00590)			
TOTAL	\$0.10991	\$0.10401	(\$0.00590)			

Unitil Energy Systems, Inc. Typical Bill Impacts - August 1, 2010 versus November 1, 2010 Impacts do NOT include the Electricity Consumption Tax Impact on G2 kWh Meter Rate Customers				
Average Monthly kWh	Total Bill Using Rates 8/1/2010	Total Bill Using Rates 11/1/2010	Total Difference	% Total Difference
15	\$10.51	\$10.42	(\$0.09)	(0.8%)
75	\$18.94	\$18.50	(\$0.44)	(2.3%)
150	\$29.49	\$28.60	(\$0.88)	(3.0%)
250	\$43.55	\$42.07	(\$1.47)	(3.4%)
350	\$57.60	\$55.54	(\$2.07)	(3.6%)
450	\$71.66	\$69.01	(\$2.66)	(3.7%)
550	\$85.72	\$82.47	(\$3.24)	(3.8%)
650	\$99.78	\$95.94	(\$3.83)	(3.8%)
750	\$113.84	\$109.41	(\$4.43)	(3.9%)
900	\$134.92	\$129.61	(\$5.31)	(3.9%)
	Rates - Effective August 1, 2010	Rates - Proposed November 1,	Difference	
kWh Meter Customer Charge	\$8.40	\$8.40	\$0.00	
	<u>All kWh</u>	<u>All kWh</u>	<u>All kWh</u>	
Distribution Charge	\$0.03413	\$0.03413	\$0.00000	
External Delivery Charge	\$0.01688	\$0.01688	\$0.00000	
Stranded Cost Charge	\$0.00138	\$0.00138	\$0.00000	
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	
Default Service Charge	<u>\$0.08489</u>	<u>\$0.07899</u>	<u>(\$0.00590)</u>	
TOTAL	\$0.14058	\$0.13468	(\$0.00590)	

Unitil Energy Systems, Inc. Typical Bill Impacts - August 1, 2010 versus November 1, 2010 Impacts do NOT include the Electricity Consumption Tax Impact on G2 QRWH and SH Rate Customers				
Average kWh	Total Bill Using Rates 8/1/2010	Total Bill Using Rates 11/1/2010	Total Difference	% Total Difference
100	\$16.92	\$16.33	(\$0.59)	(3.5%)
200	\$30.09	\$28.91	(\$1.18)	(3.9%)
300	\$43.26	\$41.49	(\$1.77)	(4.1%)
400	\$56.43	\$54.07	(\$2.36)	(4.2%)
500	\$69.61	\$66.66	(\$2.95)	(4.2%)
750	\$102.53	\$98.11	(\$4.43)	(4.3%)
1,000	\$135.46	\$129.56	(\$5.90)	(4.4%)
1,500	\$201.32	\$192.47	(\$8.85)	(4.4%)
2,000	\$267.17	\$255.37	(\$11.80)	(4.4%)
2,500	\$333.03	\$318.28	(\$14.75)	(4.4%)
	Rates - Effective August 1, 2010	Rates - Proposed November 1, 2010	Difference	
Customer Charge	\$3.75	\$3.75	\$0.00	
	<u>All kWh</u>	<u>All kWh</u>	<u>All kWh</u>	
Distribution Charge	\$0.02526	\$0.02526	\$0.00000	
External Delivery Charge	\$0.01688	\$0.01688	\$0.00000	
Stranded Cost Charge	\$0.00138	\$0.00138	\$0.00000	
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	
Default Service Charge	<u>\$0.08489</u>	<u>\$0.07899</u>	<u>(\$0.00590)</u>	
TOTAL	\$0.13171	\$0.12581	(\$0.00590)	

Unitil Energy Systems, Inc.
Typical Bill Impacts - August 1, 2010 versus November 1, 2010
 Impacts do NOT include the Electricity Consumption Tax
 Impact on G1 Rate Customers

<u>Load Factor</u>	<u>Average Monthly kVa</u>	<u>Average Monthly kWh</u>	<u>Total Bill Using Rates 8/1/2010</u>	<u>Total Bill Using Rates 11/1/2010</u>	<u>Total Difference</u>	<u>% Total Difference</u>
25.0%	200	36,500	\$4,670.67	\$4,889.31	\$218.64	4.7%
25.0%	400	73,000	\$9,232.48	\$9,669.75	\$437.27	4.7%
25.0%	600	109,500	\$13,794.29	\$14,450.20	\$655.91	4.8%
25.0%	800	146,000	\$18,356.10	\$19,230.64	\$874.54	4.8%
25.0%	1,000	182,500	\$22,917.91	\$24,011.09	\$1,093.18	4.8%
25.0%	1,500	273,750	\$34,322.44	\$35,962.20	\$1,639.76	4.8%
25.0%	2,000	365,000	\$45,726.96	\$47,913.31	\$2,186.35	4.8%
25.0%	2,500	456,250	\$57,131.49	\$59,864.42	\$2,732.94	4.8%
25.0%	3,000	547,500	\$68,536.01	\$71,815.54	\$3,279.52	4.8%
40.0%	200	58,400	\$6,684.16	\$7,033.97	\$349.82	5.2%
40.0%	400	116,800	\$13,259.45	\$13,959.08	\$699.63	5.3%
40.0%	600	175,200	\$19,834.75	\$20,884.20	\$1,049.45	5.3%
40.0%	800	233,600	\$26,410.04	\$27,809.31	\$1,399.26	5.3%
40.0%	1,000	292,000	\$32,985.34	\$34,734.42	\$1,749.08	5.3%
40.0%	1,500	438,000	\$49,423.58	\$52,047.20	\$2,623.62	5.3%
40.0%	2,000	584,000	\$65,861.82	\$69,359.98	\$3,498.16	5.3%
40.0%	2,500	730,000	\$82,300.06	\$86,672.76	\$4,372.70	5.3%
40.0%	3,000	876,000	\$98,738.30	\$103,985.54	\$5,247.24	5.3%
57.0%	200	83,220	\$8,966.11	\$9,464.59	\$498.49	5.6%
57.0%	400	166,440	\$17,823.35	\$18,820.33	\$996.98	5.6%
57.0%	600	249,660	\$26,680.60	\$28,176.06	\$1,495.46	5.6%
57.0%	800	332,880	\$35,537.85	\$37,531.80	\$1,993.95	5.6%
57.0%	1,000	416,100	\$44,395.09	\$46,887.53	\$2,492.44	5.6%
57.0%	1,500	624,150	\$66,538.21	\$70,276.87	\$3,738.66	5.6%
57.0%	2,000	832,200	\$88,681.33	\$93,666.21	\$4,984.88	5.6%
57.0%	2,500	1,040,250	\$110,824.45	\$117,055.54	\$6,231.10	5.6%
57.0%	3,000	1,248,300	\$132,967.56	\$140,444.88	\$7,477.32	5.6%
71.0%	200	103,660	\$10,845.36	\$11,466.28	\$620.92	5.7%
71.0%	400	207,320	\$21,581.86	\$22,823.71	\$1,241.85	5.8%
71.0%	600	310,980	\$32,318.36	\$34,181.13	\$1,862.77	5.8%
71.0%	800	414,640	\$43,054.86	\$45,538.56	\$2,483.69	5.8%
71.0%	1,000	518,300	\$53,791.36	\$56,895.98	\$3,104.62	5.8%
71.0%	1,500	777,450	\$80,632.61	\$85,289.54	\$4,656.93	5.8%
71.0%	2,000	1,036,600	\$107,473.86	\$113,683.10	\$6,209.23	5.8%
71.0%	2,500	1,295,750	\$134,315.12	\$142,076.66	\$7,761.54	5.8%
71.0%	3,000	1,554,900	\$161,156.37	\$170,470.22	\$9,313.85	5.8%

	Rates - Effective August 1, 2010	Rates - Proposed November 1, 2010	Difference
Customer Charge	\$108.86	\$108.86	\$0.00
Distribution Charge	<u>All kVA</u>	<u>All kVA</u>	<u>All kVA</u>
Stranded Cost Charge	\$5.69	\$5.69	\$0.00
TOTAL	<u>\$0.34</u> \$6.03	<u>\$0.34</u> \$6.03	<u>\$0.00</u> \$0.00
	<u>All kWh</u>	<u>All kWh</u>	<u>All kWh</u>
Distribution Charge	\$0.00438	\$0.00438	\$0.00000
External Delivery Charge	\$0.01688	\$0.01688	\$0.00000
Stranded Cost Charge	\$0.00041	\$0.00041	\$0.00000
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000
Default Service Charge*	<u>\$0.06697</u>	<u>\$0.07296</u>	<u>\$0.00599</u>
TOTAL	<u>\$0.09194</u>	<u>\$0.09793</u>	<u>\$0.00599</u>

* Default Service Charges shown are based on the average of the DSC for each 3-month period.

Unitil Energy Systems, Inc.
Typical Bill Impacts - August 1, 2010 versus November 1, 2010
Impacts do NOT include the Electricity Consumption Tax
Impact on OL Rate Customers

	Nominal Watts	Lumens	Average Monthly kWh	Total Bill Using Rates 8/1/2010	Total Bill Using Rates 11/1/2010	Total Difference	% Total Difference
	<u>Mercury Vapor:</u>						
1	100	3,500	40	\$12.31	\$12.08	(\$0.24)	(1.9%)
2	175	7,000	67	\$16.97	\$16.57	(\$0.40)	(2.3%)
3	250	11,000	95	\$21.48	\$20.92	(\$0.56)	(2.6%)
4	400	20,000	154	\$30.30	\$29.39	(\$0.91)	(3.0%)
5	1,000	60,000	388	\$70.29	\$68.00	(\$2.29)	(3.3%)
6	250	11,000	95	\$22.26	\$21.70	(\$0.56)	(2.5%)
7	400	20,000	154	\$31.31	\$30.40	(\$0.91)	(2.9%)
8	1,000	60,000	388	\$67.26	\$64.97	(\$2.29)	(3.4%)
9	100	3,500	40	\$12.39	\$12.16	(\$0.24)	(1.9%)
10	175	7,000	67	\$16.37	\$15.97	(\$0.40)	(2.4%)
	<u>High Pressure Sodium:</u>						
11	50	4,000	21	\$10.37	\$10.24	(\$0.12)	(1.2%)
12	100	9,500	43	\$13.95	\$13.69	(\$0.25)	(1.8%)
13	150	16,000	60	\$15.87	\$15.52	(\$0.35)	(2.2%)
14	250	30,000	101	\$23.01	\$22.42	(\$0.60)	(2.6%)
15	400	50,000	161	\$33.00	\$32.05	(\$0.95)	(2.9%)
16	1,000	140,000	398	\$71.05	\$68.70	(\$2.35)	(3.3%)
17	150	16,000	60	\$17.44	\$17.09	(\$0.35)	(2.0%)
18	250	30,000	101	\$24.09	\$23.50	(\$0.60)	(2.5%)
19	400	50,000	161	\$32.64	\$31.69	(\$0.95)	(2.9%)
20	1,000	140,000	398	\$71.29	\$68.94	(\$2.35)	(3.3%)
21	50	4,000	21	\$9.70	\$9.57	(\$0.12)	(1.3%)
22	100	95,000	43	\$13.16	\$12.90	(\$0.25)	(1.9%)

	<u>Rates - Effective August 1, 2010</u>	<u>Rates - Proposed November 1, 2010</u>	<u>Difference</u>
Customer Charge	\$0.00	\$0.00	\$0.00
	<u>All kWh</u>	<u>All kWh</u>	<u>All kWh</u>
Distribution Charge	\$0.00438	\$0.00438	\$0.00000
External Delivery Charge	\$0.01688	\$0.01688	\$0.00000
Stranded Cost Charge	\$0.00138	\$0.00138	\$0.00000
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000
Default Service Charge	<u>\$0.08489</u>	<u>\$0.07899</u>	<u>(\$0.00590)</u>
TOTAL	<u>\$0.11083</u>	<u>\$0.10493</u>	<u>(\$0.00590)</u>

Luminaire Charges For Year Round Service:

<u>Mercury Vapor Rate/Mo.</u>		<u>Mercury Vapor Rate/Mo.</u>		<u>Mercury Vapor Rate/Mo.</u>	
1	\$7.88		\$7.88		\$0.00
2	\$9.54		\$9.54		\$0.00
3	\$10.95		\$10.95		\$0.00
4	\$13.23		\$13.23		\$0.00
5	\$27.29		\$27.29		\$0.00
6	\$11.73		\$11.73		\$0.00
7	\$14.24		\$14.24		\$0.00
8	\$24.26		\$24.26		\$0.00
9	\$7.96		\$7.96		\$0.00
10	\$8.94		\$8.94		\$0.00
<u>Sodium Vapor Rate/Mo.</u>		<u>Sodium Vapor Rate/Mo.</u>		<u>Sodium Vapor Rate/Mo.</u>	
11	\$8.04		\$8.04		\$0.00
12	\$9.18		\$9.18		\$0.00
13	\$9.22		\$9.22		\$0.00
14	\$11.82		\$11.82		\$0.00
15	\$15.16		\$15.16		\$0.00
16	\$26.94		\$26.94		\$0.00
17	\$10.79		\$10.79		\$0.00
18	\$12.90		\$12.90		\$0.00
19	\$14.80		\$14.80		\$0.00
20	\$27.18		\$27.18		\$0.00
21	\$7.37		\$7.37		\$0.00
22	\$8.39		\$8.39		\$0.00