

ORIGINAL

N.H.P.U.C. Case No. DE 12-262

Exhibit No. 16

Docket DE 12-262  
Exhibit 16

Witness \_\_\_\_\_ Unitil  
NHPUC Docket No. DE 12-262  
Attachment L (2013-2014 Plan)  
ENERGY STAR® Homes Program

DO NOT REMOVE FROM FILE

Unitil ENERGY STAR® Homes Program

Measure	Quantity				Annual Savings per Unit (kWh)				Measure Life				In-Service / Realization Rate		Total Lifetime Savings (kWh)				Annual Savings per Unit (MMBTU)				Total Lifetime MMBTU Savings				
	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012	2013	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	
	E-STAR Homes - CFLs	299	18	541	904	39	39.1	23	23	7	7	5	5	100%	100%	81,836	4,927	62,204	103,945	0	0	0	0	0	0	0	0
E-STAR Homes - Fixtures	0	40	38	151	0	105.9	62	28	20	20	20	20	100%	100%	-	84,720	46,871	83,370	0	0	0	0	0	0	0	0	0
E-STAR Homes - Dishwashers (elec HW)	30	4	47	42	74	74	33	26	10	10	11	10	100%	100%	22,313	2,960	17,077	10,834	0	0	0	0.15	0	0	0	0	0
E-STAR Homes - Dishwashers (non-elec HW)	9	0	0	0	33	0	0	0	10	10	11	10	100%	100%	2,877	0	0	0	1.9	0	0	0	627	0	0	0	0
E-STAR Homes - Refrigerators	39	3	35	18	107	107	107	114	12	12	12	12	100%	100%	49,909	3,852	45,304	24,049	0	0	0	0	0	0	0	0	0
E-STAR Homes - Clotheswashers	0	1	16	18	223	223	261	37	11	11	12	11	100%	100%	-	2,453	51,508	7,155	0	0	0	0.67	0	2	0	0	0
E-STAR Homes - Thermostats	0	5	16	38	0	0	0	0	10	10	15	15	100%	100%	-	0	0	0	0	0	6	0	0	0	1,581	0	0
E-STAR Homes - Heating (Elec)	35	0	3	1	1,200	0	1,925	14,880	25	25	25	25	100%	100%	1,046,098	0	158,483	372,000	0	0	0	0	0	0	0	0	0
E-STAR Homes - Heating (Oil)	0	0	0	0	0	0	0	0	25	25	25	25	100%	100%	-	0	0	0	0	0	0	0	0	0	0	0	1
E-STAR Homes - Heating (Nat Gas)	0	0	11	0	0	0	0	0	25	25	25	25	100%	100%	-	0	0	0	0	0	30.0	0	0	0	0	8,118	0
E-STAR Homes - Heating (Propane)	0	3	28	38	0	706	1,136	247	25	25	25	25	100%	100%	-	52,950	801,647	232,174	0	56.8	62.7	50.35	0	4,261	44,232	47,405	
E-STAR Homes - Geothermal/GSHP	4	2	5	3	12,500	14,638	79,041	29,523	25	25	25	25	100%	100%	1,250,000	731,875	9,296,216	2,221,593	0	59.7	0	0	0	2,985	0	0	0
E-STAR Homes - Cooling	9	3	28	19	131	42.33	227	177	25	25	25	25	100%	100%	28,550	3,175	160,188	83,323	0	0	0	0	0	0	0	0	0
E-STAR Homes - Water Heating (Elec)	35	0	3	1	0	0	3,012	693	15	15	15	15	100%	100%	0	0	148,785	10,395	0	0	0	0	0	0	0	0	0
E-STAR Homes - Water Heating (Oil)	0	0	0	0	0	0	0	0	15	15	15	15	100%	100%	0	0	0	0	0	0	0	0	0	0	0	0	0
E-STAR Homes - Water Heating (Nat Gas)	0	0	11	0	0	0	0	0	15	15	15	15	100%	100%	0	0	0	0	0	0	4	0	0	0	649	0	0
E-STAR Homes - Water Heating (Propane)	0	5	28	38	0	959.2	0	0	15	15	15	15	100%	100%	0	71,940	0	0	0	2	4	2.89	0	140	1,715	1,633	
E-STAR Homes - Water Heating (Geothermal)	0	0	0	3	0	0	0	2,541	15	15	15	15	100%	100%	0	0	0	114,826	0	0	0	0	0	0	0	0	

Unitil Home Performance with ENERGY STAR®

Measure	Quantity				Annual Savings per Unit (kWh)				Measure Life				Installation or Realization Rate		Total Lifetime Savings (kWh)				Annual Savings per Unit (MMBTU)				Total Lifetime MMBTU Savings			
	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012	2013	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update
CFLs	349	191	225	266	51	52	23	23	8	8	7	7	100%	100%	141,643	80,142	36,200	6,128	0	0	0	0	0	0	0	0
Exterior Fixtures	0	3	0	0	0	53	0	0	0	20	0	0	100%	100%	0	3,160	0	0	0	0	0	0	0	0	0	0
Refrigerator	0	1	0	0	0	646	0	0	0	7	0	0	100%	100%	0	4,522	0	0	0	0	0	0	0	0	0	0
Weatherization, Electric	0	0	0	0	0	0	0	0	20	20	20	20	100%	100%	0	0	0	0	0	0	0	0	0	0	0	0
Weatherization, Non-Electric	0	0	0	0	0	0	0	0	20	20	20	20	100%	100%	0	0	0	0	0	0	0	0	0	0	0	0
Air Sealing, Electric	6	19	5	6	3,062	11,535	829	829	15	15	15	15	100%	100%	266,785	3,287,607	58,227	4,627	0	0	0	0	0	0	0	0
Insulation, Electric	6	19	9	6	3,533	4,213	1,629	1,629	25	25	25	25	100%	100%	513,061	2,001,136	381,618	9,098	0	0	0	0	0	0	0	0
Insulation, Gas	0	4	0	0	0	0	0	0	25	25	25	25	100%	100%	0	0	0	0	0	20	0	0	0	1,972	0	0
Air Sealing, Gas	0	4	0	0	0	0	0	0	15	15	15	15	100%	100%	0	0	0	0	0	10	0	0	0	628	0	0
Air Sealing, Oil	52	24	28	33	0	0	0	0	15	15	15	15	100%	100%	0	0	0	-	10	8	5	5	8,195	2,897	2,176	2,577
Insulation, Oil	52	24	28	33	0	0	0	9	25	25	25	25	100%	100%	0	0	0	300	12	22	24	24	15,760	13,398	16,516	19,564
Air Sealing, Propane	0	6	9	17	0	0	0	0	15	15	15	15	100%	100%	0	0	0	-	0	8	12	12	0	751	1,756	3,119
Insulation, Propane	0	6	9	17	0	0	0	86	25	25	25	25	100%	100%	0	0	0	1432	0	26	38	38	0	3,930	9,010	16,009
Air Sealing, Wood	0	0	0	0	0	0	0	0	15	15	15	15	100%	100%	0	0	0	0	0	0	0	0	0	0	0	0
Insulation, Wood	0	0	0	0	0	0	0	0	25	25	25	25	100%	100%	0	0	0	0	0	0	0	0	0	0	0	0
Baseload (CFLs only)	10	0	5	11	305	0	138	138	8	8	7	7	100%	100%	24,996	0	4,525	1,531	0	0	0	0	0	0	0	0
Thermostats, Non-Electric	5	10	0	0	0	0	0	0	10	10	15	15	100%	100%	0	0	0	0	4	4	0	0	0	199	406	0
Thermostats, Electric	23	2	0	0	1,113	79	0	0	10	10	15	15	100%	100%	258,700	1,570	0	0	0	0	0	0	0	0	0	0
DWH ISMs	16	8	0	0	0	0	0	0	7	7	7	7	100%	100%	0	0	0	0	2	1	0	0	240	35	0	0
High Efficiency Furnace	0	0	0	0	0	0	0	0	0	0	0	18	100%	100%	0	0	0	0	0	0	0	0	0	0	0	0
Room AC ancillary savings	0	0	0	24	0	0	0	50	0	0	0	9	100%	100%	0	0	0	1,194	0	0	0	0	0	0	0	
Central AC ancillary savings	0	0	0	13	0	0	0	77	0	0	0	15	100%	100%	0	0	0	983	0	0	0	0	0	0	0	

Unitil ENERGY STAR® Lighting Program

Measure	Quantity				Annual Savings per Unit (kWh)				Measure Life				In-Service & Realization Rate		Total Lifetime Savings (kWh)			
	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012	2013	2012 Plan	2012 Actual	2013 Plan	2014 Update
Retail Sales: # CFLs	12,261	31,442	19,564	26,518	39	39	23	23	5	5	5	5	80.3%	62.3%	1,924,460	4,935,970	1,401,358	1,899,882
Retail Sales: # CFLs Multi-Packs	41,800	0	0	0	39	39	23	23	5	6	5	5	80.3%	62.3%	6,560,660	0	0	0
Retail Sales: Interior Fixture	284	351	292	259	106	106	62	62	8	8	8	8	96.4%	96.4%	232,140	286,662	140,224	124,377
Retail Sales: Exterior Fixture	0	24	29	6	106	106	62	62	5	5	5	5	100.0%	100.0%	0	12,708	9,091	1,868
Retail Sales: Torchieres	0	1	0	0	104	104	69	0	8	8	8	8	93.5%	93.5%	0	781	0	0
Retail Sales: LED Fixtures	0	0	0	194	0	0	0	28	0	0	0	20	95.0%	95.0%	0	0	0	101,992
Retail Sales: # LEDs	28	651	292	5,821	47	47	28	28	20	20	20	20	95.0%	95.0%	25,478	581,343	153,497	3,060,274
Markdown Bulbs	0	9,294	20,400	0	0	39	23	0	5	5	5	5	80.3%	62.3%	0	1,459,033	1,461,240	0
Markdown LEDs	0	0	280	0	0	0	28	0	20	20	20	20	95.0%	95.0%	0	0	147,188	0
Markdown LED fixtures	0	0	120	0	0	0	28	0	20	20	20	20	95.0%	95.0%	0	0	63,081	0

**Planning Assumptions**

1. Assumed the Energy Independence and Security Act of 2007 was fully in place in Jan2012 (e.g., Used 72W halogen as base rather than 100W incandescent)  
 This reduces the kWh savings for all CFLs - the largest rebated product - by nearly 1/3.
2. Realization Rates for CFLs were modified from 80.3% to 62.3%, per KEMA Impact Evaluation, June 22, 2012.
3. Average hours on per energy efficient lights were ALL modified to 2 hours/day (from 3.4, or 41% reduction), per KEMA Impact Evaluation, June 22, 2012
3. Assumed an increase in LED bulbs and fixture purchases in 2013-2014.

**August 2014 assumptions**

Based on past year of experience, eliminating markdowns or upstream sales

Unitil ENERGY STAR® Appliance Program

Measure	Quantity				Annual Savings per Unit (kWh)				Measure Life				In-Service / Realization Rate		Total Lifetime Savings (kWh)				Annual Savings per Unit (MMBTU)				Total Lifetime MMBTU Savings			
	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012	2013	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update
Energy Star Clothes Washer	1,051	955	884	883.8	223	223	261	166	11	11	11	11	100%	100%	2,577,804	2,342,615	2,535,680	1,609,852	0.1	0.1	0.7	0.5	1,663	1,512	7,175	5,152
Energy Star Room A/C	162	442	393	707.0	16	16	16	16	9	9	9	9	100%	100%	23,508	63,648	57,148	103,081	0	0	0	0	0	0	0	0
2nd Refrigerator Pickup	162	40	20	35.4	413	413	835	835	8	8	8	8	100%	100%	534,157	132,160	131,268	236,140	0	0	0	0	0	0	0	0
Smartstrip Power Strip	65	46	98	17.7	75	75	79	79	5	5	5	5	100%	100%	24,250	17,250	38,810	6,982	0	0	0	0	0	0	0	0
Energy Star Refrigerator	162	863	590	681.8	107	107	107	114	12	12	12	12	100%	100%	207,584	1,108,092	756,951	932,642	0	0	0	0	0	0	0	0
Energy Star Room Air Purifiers	16	16	20	25.3	238	238	391	390	9	9	9	9	100%	100%	34,630	34,272	69,086	88,651	0	0	0	0	0	0	0	0
2nd Freezer Pickup	0	0	0	8	0	0	663	663	8	8	8	8	100%	100%	0	0	0	40,178	0	0	0	0	0	0	0	0
Room AC Pickup/Turn-in	0	0	0	0	0	0	16	16	5	5	5	5	100%	100%	0	0	0	0	0	0	0	0	0	0	0	0
Energy Star Freezers	0	0	0	0	0	0	114	114	11	11	12	12	100%	100%	0	0	0	0	0	0	0	0	0	0	0	0
Energy Star Central AC (385 Hours ON in NH)	0	0	4	0	0	0	110	110	0	0	14	14	100%	100%	0	0	5,886	0	0	0	0	0	0	0	0	0
Energy Star Mini Split Heat Pump	0	0	7	0	0	0	123	123	0	0	12	12	100%	100%	0	0	10,118	0	0	0	0	0	0	0	0	0
Mini Split HP SEER 14.5, EER 12 HSPF 8.2 (Heating)	0	0	0	3	0	0	-2,158	142	0	0	12	12	100%	100%	0	0	0	4,309	0	0	0	0	0	0	0	0
Mini Split HP SEER 14.5, EER 12 HSPF 8.2 (Cooling)	0	0	0	3	0	0	0	34	0	0	12	12	100%	100%	0	0	0	1,042	0	0	0	0	0	0	0	0
Mini Split HP SEER 19, EER 12.83 HSPF 10 (Heating)	0	0	0	8	0	0	-2,158	751	0	0	12	12	100%	100%	0	0	0	68,267	0	0	4.9	0	0	0	445	
Mini Split HP SEER 19, EER 12.83 HSPF 10 (Cooling)	0	0	0	8	0	0	0	105	0	0	12	12	100%	100%	0	0	0	9,539	0	0	0	0	0	0	0	
DHW: LP, Tankless Water Heaters (EF>= 0.82)	0	0	18	3	0	0	0	0	0	0	20	20	100%	100%	0	0	0	0	0	0	0	9.7	0	0	3,550	490
DHW: LP, Indirect Water Heater (attached to LP Energy Star F	0	0	1	18	0	0	0	0	0	0	20	20	100%	100%	0	0	0	0	0	0	0	8.0	0	0	122	2,828
DHW: Oil, Indirect Water Heater (attached to oil Energy Star f	0	0	1	18	0	0	0	0	0	0	20	20	100%	100%	0	0	0	0	0	0	0	8.0	0	0	122	2,828
DHW: LP, Stand Alone Storage Water Heater (EF>=0.67)	0	0	1	5	0	0	0	0	0	0	13	13	100%	100%	0	0	0	0	0	0	0	3.7	0	0	37	243
DHW: Heat Pump Water Heater 50 Gallon Electric, EF>=2.3 (E	0	0	1	5	0	0	1,775	1,775	0	0	10	10	100%	100%	0	0	13,533	89,638	0	0	0	0.0	0	0	0	0
DHW: Heat Pump Water Heater 80 Gallon Electric, EF>=2.3 (E	0	0	1	3	0	0	2,672	2,672	0	0	10	10	100%	100%	0	0	20,373	67,469	0	0	0	0.0	0	0	0	0
Boil: LP, Combo condensing boiler w/ On-Demand DWH 90%	0	0	1	0	0	0	0	0	0	0	20	20	100%	100%	0	0	0	0	0	0	0	17.8	0	0	271	0
Boil: Oil, Combo condensing boiler w/ On-Demand DWH 90%	0	0	1	0	0	0	0	0	0	0	20	20	100%	100%	0	0	0	0	0	0	0	17.8	0	0	271	0
Furn: LP, Furnace, FHA, AFUE >=95% w/ECM	0	0	9	10	0	0	168.00	168.00	0	0	18	18	100%	100%	0	0	27,668	30,543	0	0	0	4.5	0	0	741	818
Furn: LP, Furnace, FHA, AFUE >=96% w/ECM	0	0	5	10	0	0	168	168	0	0	18	18	100%	100%	0	0	13,834	30,543	0	0	0	5.6	0	0	457	1,009
Furn: LP, Furnace, FHA, AFUE >=97% w/ECM	0	0	2	0	0	0	168	168	0	0	18	18	100%	100%	0	0	4,611	0	0	0	0	5.9	0	0	162	0
Furn: Oil, Furnace, FHA, AFUE >=85% w/ECM	0	0	5	0	0	0	168	168	0	0	18	18	100%	100%	0	0	13,834	0	0	0	0	18.0	0	0	1,482	0
Furn: Oil, Furnace, FHA, AFUE >=90 w/ECM	0	0	2	0	0	0	168	168	0	0	18	18	100%	100%	0	0	4,611	0	0	0	0	20.7	0	0	568	0
Boiler, LP, FHW, AFUE >= 90%	0	0	9	18	0	0	0	0	0	0	20	20	100%	100%	0	0	0	0	0	0	0	10.4	0	0	1,903	3,676
Boiler, LP, FHW, AFUE >=96%	0	0	3	3	0	0	0	0	0	0	20	20	100%	100%	0	0	0	0	0	0	0	13.1	0	0	799	662
Boiler, Oil, FHW, AFUE >=85%	0	0	58	18	0	0	0	0	0	0	20	20	100%	100%	0	0	0	0	0	0	0	5.4	0	0	6,232	1,901
Boiler, Oil, FHW, AFUE >=90%	0	0	8	10	0	0	0	0	0	0	20	20	100%	100%	0	0	0	0	0	0	0	10.8	0	0	1,640	2,172
TSTAT: LP, 7-Day Programmable Thermostats	0	0	1	10	0	0	14	14	0	0	15	15	100%	100%	0	0	165	2,181	0	0	0	3.2	0	0	88	485
TSTAT: Oil, 7-Day Programmable Thermostats	0	0	1	10	0	0	14	14	0	0	15	15	100%	100%	0	0	165	2,181	0	0	0	3.2	0	0	88	485
TSTAT: LP, WiFi Enabled 7-Day Programmable Thermostats	0	0	1	0	0	0	14	14	0	0	15	15	100%	100%	0	0	165	0	0	0	0	6.6	0	0	75	0
TSTAT: Oil, WiFi Enabled 7-Day Programmable Thermostats	0	0	1	0	0	0	14	14	0	0	15	15	100%	100%	0	0	165	0	0	0	0	6.6	0	0	75	0
BRC: LP, Boiler Reset Controls	0	0	7	3	0	0	0	0	0	0	15	15	100%	100%	0	0	0	0	0	0	0	4.5	0	0	463	170
BRC: Oil, Boiler Reset Controls	0	0	9	3	0	0	0	0	0	0	15	15	100%	100%	0	0	0	0	0	0	0	4.5	0	0	618	170

Planning Assumptions

1. Clothes Washer Annual kWh Savings updated based on mix of Electric Water Heating customer and per EnergyStar.gov Savings Calculator.
2. Room Air Purifier Annual kWh Savings updated per EnergyStar.gov Savings Calculator.
3. Central air conditioner and Mini Split Heat Pump Annual kWh savings added per EnergyStar.gov calculator, and conservatively assumed 50% of heat provided by heat pump, 50% provided by existing fossil system.
4. All Heating, Hot Water, Programmable Thermostats and Boiler Reset Control energy savings provided by U.S. Department of Energy during ARRA Program and adjusted with recent Gas Networks data if available.

Unitil Home Energy Assistance Program

Measure	Quantity				Annual Savings per Unit (kWh)				Measure Life				Installation or Realization Rate		Total Lifetime Savings (kWh)				Annual Savings per Unit (MMBTU)				Total Lifetime MMBTU Savings				
	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012	2013	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	
CFLs	437	247	245	583	51	64.6	23	23	8	8	7	7	91.2%	91.2%	161,787	116,401	36,026	85,603	0	0	0	0	0	0	0	0	
Refrigerator	58	89	74	67	781	792.9	821	821	19	19	12	12	91.2%	91.2%	787,648	1,222,733	661,092	597,679	0	0	0	0	0	0	0	0	
Wx Electric, MF	0	9	7	0	0	1,428	1,474	1,474	20	20	20	20	91.2%	91.2%	0	239,219	197,895	0	0	0	0	0	0	0	0	0	
Wx Oil, MF	0	6	6	9	0	0	0	66	20	22	20	20	91.2%	91.2%	0	0	10,943	0	31	29	29	0	3,701	3,381	4,759		
Wx Propane, MF	0	5	1	8	0	0	0	66	20	20	20	20	91.2%	91.2%	0	0	9,727	0	27	44	44	0	2,505	1,283	6,421		
Wx Kerosene, MF	0	13	0	0	0	0	0	0	0	22	0	0	91.2%	91.2%	0	0	0	0	22	0	0	0	5,725	0	0		
DHW MF Non-Elec	0	5	0	0	0	0	0	0	7	7	7	7	91.2%	91.2%	0	0	0	0	0	1	0	0	0	44	0	0	
DHW MF Elec	0	18	15	17	0	148	120	120	7	4	7	7	91.2%	91.2%	0	9,726	11,280	13,154	0	0	0	0	0	0	0	0	
Wx Electric	7	11	7	2	2,355	247	45	1,474	25	23	20	20	91.2%	91.2%	390,550	57,802	5,600	54,309	0	0	0	0	0	0	0	0	
Wx Gas	8	3	0	0	0	0	0	0	25	22	20	20	91.2%	91.2%	0	0	0	0	22	45	0	0	4,391	2,762	0	0	
Wx Oil	32	8	21	20	0	0	66	66	25	22	20	20	91.2%	91.2%	0	0	24,852	24,354	29	48	38	38	22,888	7,579	15,741	14,067	
Wx Propane	25	3	7	11	0	0	115	66	20	21	20	20	91.2%	91.2%	0	0	14,467	13,395	33	23	19	19	16,704	1,354	2,566	3,783	
Wx Kero	0	6	0	0	0	0	0	0	0	19	0	0	91.2%	91.2%	0	0	0	0	29	0	0	0	0	3,040	0	0	
Wx Wood	0	2	0	0	0	0	0	0	0	19	0	0	91.2%	91.2%	0	0	0	0	7	0	0	0	0	261	0	0	
DHW Elec	0	10	3	1	0	96	96	140	7	4	7	7	91.2%	91.2%	0	3,513	2,106	903	0	0	0	0	0	0	0	0	
DHW Non-Elec	0	8	5	10	0	0	0	0	7	7	7	7	91.2%	91.2%	0	0	0	0	1	1	1	1	0	55	25	45	
DWH Gas	7	0	0	0	0	0	0	0	7	7	7	7	91.2%	91.2%	0	0	0	0	11	7	0	0	540	0	0	0	
DHW Oil	26	0	0	10	0	0	0	0	7	7	7	7	91.2%	91.2%	0	0	0	0	2	1	0	0	423	0	0	0	
Thermostats Elec	0	0	0	0	0	0	0	0	10	15	15	15	91.2%	91.2%	0	0	0	0	0	21	0	0	0	0	0	0	0
Thermostats Non-Elec	0	12	0	0	0	0	0	0	10	15	15	15	91.2%	91.2%	0	0	0	0	0	13	0	0	0	0	2,110	0	0
Interior Fixtures	0	4	0	0	0	422	0	0	20	20	20	20	91.2%	91.2%	0	30,753	0	0	0	0	0	0	0	0	0	0	0
Doors	0	2	0	0	0	4	0	0	25	25	25	25	91.2%	91.2%	0	182	0	0	0	3	0	0	0	0	126	0	0
Oil Furnaces	0	0	0	7	0	0	0	168	0	0	0	18	91.2%	91.2%	0	0	0	20,472	0	0	0	18	0	0	0	2,045	
Oil Boilers	0	0	0	7	0	0	0	168	0	0	0	20	91.2%	91.2%	0	0	0	23,520	0	0	0	18	0	0	0	2,349	
AC Ancillary Savings	0	0	0	51	0	0	0	39	0	0	0	9	91.2%	91.2%	0	0	0	17,726	0	0	0	0	0	1	0	0	

Unitil C&I Municipal Program

Measure	Quantity	Annual Savings per Unit (kWh)	Measure Life	Realization Rate	Total Lifetime Savings (kWh)	Annual Savings per Unit (MMBTU)	Total Lifetime MMBTU Savings
	2014 Update	2014 Update	2014 Update	2014 Update	2014 Update	2014 Update	2014 Update
Lighting	15	30,435	13	100%	5,740,979	0	0
Central AC (Energy Star>=14.5 SEER), 3 ton	1	110	14	100%	1,868	0	0
Mini Split HP SEER 14.5, EER 12 HSPF 8.2 (Heating)	1	142	12	100%	2,064	0	0
Mini Split HP SEER 14.5, EER 12 HSPF 8.2 (Cooling)	1	34	12	100%	499	0	0
Mini Split HP SEER 19, EER 12.83 HSPF 10 (Heating)	2	751	12	100%	21,797	5	142
Mini Split HP SEER 19, EER 12.83 HSPF 10 (Cooling)	2	105	12	100%	3,046	0	0
Boilers (301 to 499 MBH) Oil	6	0	25	100%	0	42	6,398
Indirect Water Heater (attached to Oil Energy Star FHW boiler)	6	0	15	100%	0	21	1,879

Unirll Large Business Energy Solutions Program

Measure	Quantity				Annual Savings per Unit (kWh)				Measure Life				In-Service or Realization Rate		Total Lifetime Savings (kWh)				Annual Savings per Unit (MMBTU)				Total Lifetime MMBTU Savings				
	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012	2013	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	
<b>NEW EQUIPMENT TRACK</b>																											
Large C&I (Rolled-Up average)	14	0	0	0	43,798	0	0	0	15	15	15	15	100%	100%	9,197,573	0	0	0	0	0	0	0	0	0	0	0	0
Lighting	0	8	6	2	0	61,229	58,349	55,995	15	15	15	15	100%	100%	0	7,347,495	4,846,325	1,629,455	0	0	0	0	0	0	0	0	
HVAC	0	2	6	1	0	14,353	27,693	27,693	15	23	15	15	100%	100%	0	660,247	2,683,415	402,933	0	0	0	0	0	0	0	0	
Non-Lighting (Rolled Up)	0	0	6	2	0	0	48,577	75,529	15	15	15	15	100%	100%	0	0	4,707,148	2,469,798	0	0	0	0	0	0	0	0	
ComprAir	0	2	0	0	0	170,578	0	0	15	15	15	15	100%	100%	0	5,117,325	0	0	0	0	0	0	0	0	0	0	
Motors	0	0	0	0	0	0	0	0	20	20	20	20	100%	100%	0	0	0	0	0	0	0	0	0	0	0	0	
VFDs	0	2	0	3	0	122,538	0	117,966	15	15	15	15	100%	100%	0	3,676,125	0	4,724,538	0	0	0	0	0	0	0	0	
<b>RETROFIT TRACK</b>																											
Non Lighting (Rolled Up Average)	10	0	4	3	56,335	0	82,048	68,952	13	13	13	13	89%	89%	6,778,689	0	3,920,115	2,130,058	0	0	0	0	0	0	0	0	
Lighting	16	19	10	4	118,930	80,928	117,843	143,306	13	13	13	13	89%	89%	21,465,850	17,790,361	13,794,384	6,831,168	0	0	0	0	0	0	0	0	
Freezer/Cooler LEDs	0	1	1	2	0	42,856	83,273	83,273	13	13	13	13	89%	89%	0	495,844	994,662	2,100,362	0	0	0	0	0	0	0	0	
LEDs	0	0	2	2	0	0	77,951	86,473	13	13	13	13	89%	89%	0	0	2,234,629	2,181,074	0	0	0	0	0	0	0	0	
Compressed Air	0	1	0	0	0	149,796	0	0	13	13	13	13	89%	89%	0	1,733,140	0	0	0	0	0	0	0	0	0	0	
VFDs	0	4	3	5	0	142,578	95,100	48,606	13	13	13	13	89%	89%	0	6,598,532	3,180,608	2,868,094	0	0	0	0	0	0	0	0	
CFL Bulbs	0	0	0	0	0	0	0	0	5	5	5	5	89%	89%	0	0	0	0	0	0	0	0	0	0	0	0	
Motors	0	1	0	0	0	26,280	0	0	20	20	20	20	89%	89%	0	467,784	0	0	0	0	0	0	0	0	0	0	
Occupancy Sensors	0	2	0	0	0	186,532	0	0	9	9	9	9	89%	89%	0	2,988,243	0	0	0	0	0	0	0	0	0	0	
Custom	0	6	0	1	0	37,689	0	346,458	13	13	13	15	89%	89%	0	2,616,337	0	4,625,214	0	0	0	-494	0	0	0	-6,595	
<b>Fuel Neutral Heating, Hot Water and Controls</b>																											
Oil: Air Source Heat Pump Split Systems (Energy Star >= 14.5 SEER)	0	0	0.8	0	0	0	0	0	0	0	12	12	100%	100%	0	0	0	0	0	0	17	0	0	0	156	0	
Boilers (301 to 499 MBH), Condensing	0	0	1.5	0	0	0	0	0	0	0	25	25	100%	100%	0	0	0	0	0	0	42	0	0	0	1,600	0	
Boilers (1000 to 1700 MBH)	0	0	2.3	0	0	0	0	0	0	0	25	25	100%	100%	0	0	0	0	0	0	143	0	0	0	8,089	0	
Boilers (1701 to 2000 MBH)	0	0	3.8	0	0	0	0	0	0	0	25	25	100%	100%	0	0	0	0	0	0	249	0	0	0	23,541	0	

Unitil Small Business Energy Solutions Program

Measure	Quantity				Annual Savings per Unit (kWh)				Measure Life				In-Service or Installation Rate		Total Lifetime Savings (kWh)				Annual Savings per Unit (MMBTU)				Total Lifetime MMBTU Savings				
	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012	2013	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	2012 Plan	2012 Actual	2013 Plan	2014 Update	
Lighting (New Construction)	0	0	5	0	0	0	13,788	0	13	13	13	13	112%	97%	0	0	812,990	0	0	0	0	0	0	0	0	0	
Lighting (Retrofit)	46	61	33	0	18,520	11,759	20,343	0	13	13	13	13	112%	97%	12,512,118	10,443,509	8,581,033	0	0	0	0	0	0	0	0	0	
Lighting Total	0	0	0	54	0	0	15,533	0	13	13	13	13	112%	97%	0	0	0	10,509,393	0	0	0	0	0	0	0	0	
Lighting CFLs	0	1	0	0	0	990	0	0	0	5	0	0	112%	97%	0	5,544	0	0	0	0	0	0	0	0	0	0	
Refrigerator/Freezer LEDs	0	0	1	1	0	0	46,807	14,281	13	13	13	13	112%	97%	0	0	674,724	133,124	0	0	0	0	0	0	0	0	
Retro Non-Lighting	6	0	6	18	37,041	0	11,433	12,449	13	13	13	13	100%	120%	2,792,883	0	1,157,504	3,432,508	0	0	0	0	0	0	0	0	
VFD	0	1	0	0	0	127,000	0	0	13	13	13	13	100%	97%	0	1,651,000	0	0	0	0	0	0	0	0	0	0	
HVAC	0	3	0	0	0	2,893	0	0	13	13	13	13	100%	97%	0	112,814	0	0	0	0	0	0	0	0	0	0	
Custom	0	1	0	0	0	690	0	0	13	13	13	13	100%	97%	0	8,970	0	0	0	0	0	0	0	0	0	0	
<b>Fuel Neutral Heating, Hot Water and Controls</b>																											
Central Air Conditioner (Energy Star >= 14.5 SEER), 3 ton	0	0	2	1	0	0	110	110	0	0	14	14	100%	100%	0	0	3,773	1,140	0	0	0	0	0	0	0	0	0
LP: Air Source Heat Pump Split Systems (Energy Star >= 14.5 SEER)	0	0	3	0	0	0	0	0	0	0	12	12	100%	100%	0	0	0	0	0	0	0	0	0	0	0	503	0
Oil: Air Source Heat Pump Split Systems (Energy Star >= 14.5 SEER)	0	0	7	0	0	0	0	0	0	0	12	12	100%	100%	0	0	0	0	0	0	0	0	0	0	0	1,396	0
Mini Split HP SEER 14.5, EER 12 HSPF 8.2 (Heating)	0	0	3	1	0	0	0	142	0	0	12	12	100%	100%	0	0	0	1,263	0	0	0	0	0	0	0	0	0
Mini Split HP SEER 14.5, EER 12 HSPF 8.2 (Cooling)	0	0	7	1	0	0	0	34	0	0	12	12	100%	100%	0	0	0	305	0	0	0	0	0	0	0	0	0
On Demand Tankless Water Heater, EF >=0.82 EF w/Electronic Ignition	0	0	3	0	0	0	0	0	0	0	20	20	100%	100%	0	0	0	0	0	0	0	7.1	0	0	0	386	0
On Demand Tankless Water Heater >=0.95 EF w/Electronic Ignition	0	0	16	0	0	0	0	0	0	0	20	20	100%	100%	0	0	0	0	0	0	0	9.6	0	0	0	3,124	0
Boilers (up to 300 MBH), Condensing	0	0	1	0	0	0	0	0	0	0	25	25	100%	100%	0	0	0	0	0	0	0	22.8	0	0	0	774	0