

Unitil Gas Energy Efficiency - Summary of Benefits and Costs
 January 1, 2015 - December 31, 2015
 2015 PLAN

Total Resource Cost Test

BCR Activity	TRC Benefit/ Cost	TRC Benefits (\$000)	Total Benefits (\$000)	Total Costs (\$000)	PA Costs (\$000)	Participant Costs (\$000)	Annual MMBTU Savings	Lifetime MMBTU Savings	Participant Goal
Residential									
Home Energy Assistance	1.21	\$46	\$263	\$217	\$217	\$0	1,294	28,135	45
EnergyStar® Homes	1.36	\$32	\$121	\$89	\$80	\$9	536	12,589	13
HPwES	1.05	\$7	\$172	\$164	\$110	\$54	973	20,825	25
EnergyStar® Appliance	1.10	\$72	\$773	\$701	\$422	\$280	5,158	97,573	407
Education		(\$17)	\$0	\$17	\$17	\$0	-	-	-
Subtotal: Residential	1.12	\$140	\$1,329	\$1,189	\$846	\$343	7,961	159,121	490
Commercial & Industrial									
Large Business Energy Solutions	2.55	\$1,477	\$2,428	\$951	\$313	\$637	21,825	381,065	12
Small Business Energy Solutions	2.06	\$382	\$742	\$360	\$232	\$128	5,103	110,728	99
C&I Education		(\$11)	\$0	\$11	\$11	\$0	-	-	-
Subtotal C&I	2.40	\$1,848	\$3,170	\$1,322	\$556	\$766	26,928	491,793	111
Grand Total	1.79	\$1,988	\$4,499	\$2,510	\$1,402	\$1,108	34,889	650,915	601

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 2015 ACTUAL

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BCR Activity	TRC Benefit/ Cost	TRC Benefits (\$000)	Total Benefits (\$000)	Total Costs (\$000)	PA Costs (\$000)	Participant Costs (\$000)	Annual MMBTU Savings	Lifetime MMBTU Savings	Participant Actual
Residential									
Home Energy Assistance	0.95	(\$11)	\$236	\$247	\$247	\$0	1,145	25,543	36
EnergyStar® Homes	4.08	\$299	\$397	\$97	\$78	\$19	1,105	23,054	36
HPwES	0.72	(\$51)	\$131	\$183	\$96	\$87	669	14,512	24
EnergyStar® Appliance	1.11	\$70	\$704	\$634	\$383	\$252	4,560	85,117	428
Education		(\$6)	\$0	\$6	\$6	\$0	-	-	
Third Party Financing		(\$4)	\$0	\$4	\$4	\$0	-	-	
Subtotal: Residential	1.25	\$297	\$1,468	\$1,171	\$813	\$358	7,479	148,225	524
Commercial & Industrial									
Large Business Energy Solutions	4.40	\$2,013	\$2,605	\$593	\$292	\$301	20,038	414,163	6
Small Business Energy Solutions	1.46	\$211	\$666	\$455	\$235	\$220	4,695	103,110	76
Education		\$0		\$2	\$2	\$0	-	-	
Subtotal C&I	3.12	\$2,224	\$3,272	\$1,049	\$529	\$521	24,733	517,272	82
Grand Total	2.13	\$2,521	\$4,739	\$2,220	\$1,341	\$879	32,211	665,498	606

Unitil Gas Energy Efficiency
Annual Report January 1, 2015 - December 31, 2015
Performance Incentive Calculation

Commercial/Industrial Incentive

	Planned	Actual
1. Benefit/Cost Ratio	2.32	2.98
2. Threshold Benefit/Cost Ratio	1.0	
3. Lifetime MMBTU savings	491,793	517,272
4. Threshold MMBTU savings (65%)	319,666	
5. Implementation Expenses	\$555,937	\$528,570
6. Benefit / Cost Percentage of Budget	4.00%	5.13%
7. Lifetime MMBTU Percentage	4.00%	4.21%
8. C/I Performance Incentive	\$44,475	\$49,366
9. Maximum C/I Performance Incentive (150%)	\$66,712	

Residential Incentive

10. Benefit/Cost Ratio	1.12	1.19
11. Threshold Benefit/Cost Ratio	1.0	
12. Lifetime MMBTU savings	159,121	148,225
13. Threshold MMBTU savings (65%)	103,429	
14. Implementation Expenses	\$845,994	\$812,898
15. Benefit / Cost Percentage of Budget	4.00%	4.49%
16. Lifetime MMBTU Percentage	4.00%	3.73%
17. Residential Performance Incentive	\$67,680	\$66,758
18. Maximum Residential Performance Incentive (150%)	\$101,519	
19. TOTAL PLANNED / EARNED INCENTIVE	\$112,154	\$116,124

Unitil Gas Energy Efficiency
Annual Report January 1, 2015 - December 31, 2015
Planned vs. Actual Costs and Benefits

Commercial & Industrial:	Planned	Actual
1. Benefits (Value) From Eligible Programs	\$3,170,069	\$3,271,505
2. Implementation Expenses	\$555,937	\$528,570
3. Customer Contribution	\$765,709	\$520,845
4. Performance Incentive	\$44,475	\$49,376
5. Total Costs Including PI	\$1,366,121	\$1,098,790
6. Benefit/Cost Ratio - C&I Sector	2.32	2.98
Residential:		
7. Benefits (Value) From Eligible Programs	\$1,328,709	\$1,467,725
8. Implementation Expenses	\$845,994	\$812,898
9. Customer Contribution	\$342,669	\$357,719
10. Performance Incentive	\$67,680	\$66,758
11. Total Costs Including PI	\$1,256,343	\$1,237,375
12. Benefit/Cost Ratio - Residential Sector	1.06	1.19

Reconciliation - 2015 Annual Report

Northern Utilities - Gas Energy Efficiency

January 1, 2015 - December 31, 2015

Unitil Gas 2015 Energy Efficiency Charge Fund Reconciliation

			<u>Total 2015</u>
1. Beginning Balance: 1/1/2015	(Over)/Under	\$	(202,468)
Revenues			
2. Energy Efficiency Charge Revenue		\$	1,387,489
3. Interest		\$	18,986
4. Total Funding	Σ Lines 2 - 3	\$	<u>1,406,475</u>
Expenses			
5. Program Expenses		\$	1,341,468
6. PI - Current Year Estimate		\$	112,154
7. PI - Prior Year(s) True-Up		\$	<u>(41,987)</u>
8. Total Expenses	Σ Lines 5 + 6 + 7	\$	<u>1,411,635</u>
9. Ending Balance: 12/31/2015	Lines 1 - 4 + 8	\$	<u>(197,308)</u>
Ending Balance Adjusted for Current Year Actual PI			
10. Actual Performance Incentive - 2015	Attachment G-G	\$	<u>116,124</u>
11. Ending Balance w/ Actual PI	Lines 9 - 6 + 10	\$	<u>(193,339)</u>

Notes:

Line 6: PI Current Year Estimate is budgeted performance incentive or 7.5% of budget.

Line 7: PI Prior Year(s) True-Up includes adjustment for 2014 earned performance incentive.

Line 10: Actual Performance Incentives is the actual earned PI as shown in Attachment G-G.

Line 11: A negative value indicates an over-collection, which will be available for subsequent program years.