



January 26, 2018

**VIA USPS AND ELECTRONIC MAIL**

Debra A. Howland  
Executive Director and Secretary  
New Hampshire Public Utilities Commission  
21 S. Fruit St, Suite 10  
Concord, N.H. 03301-2429

NHPUC 29JAN'18AM11:54

**Re:     Unitil Energy Systems, Inc.  
          Petition for Approval of Default Service Solicitation and  
          Proposed Default Service Tariffs: Docket No. DE 17-038  
          Quarterly Customer Migration Report**

Dear Secretary Howland:

On behalf of Unitil Energy Systems, Inc. ("UES"), enclosed please find an original and six (6) copies of UES' Quarterly Customer Migration Report. The Customer Migration Report shows monthly retail sales and customer counts supplied by competitive generation, total retail sales and customer counts (the sum of default service and competitive generation) and the percentage of sales and customers supplied by competitive generation. The report provides a rolling 13-month history which covers the period from November 2016 through December 2017.

Please feel free to contact me if you have any questions regarding this matter.

Sincerely,

A handwritten signature in black ink, appearing to read "Lisa S. Glover".

Lisa S. Glover  
Senior Energy Analyst

Enclosures

cc:     Gary Epler, Esq.  
          Suzanne Amidon, Esq., PUC (via email)  
          Al-Azad Iqbal, PUC (via email)  
          Donald Kreis, Consumer Advocate (via email)

Unitil Energy Systems, Inc.  
Customer Migration Report

RETAIL SALES (kWh) by CUSTOMER CLASS  
Competitive Generation Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Nov-16	4,938,337	13,894,587	23,775,081	293,700	42,901,704
Dec-16	6,244,462	14,445,655	24,345,052	304,800	45,339,969
Jan-17	7,464,368	15,851,747	24,693,764	325,330	48,335,210
Feb-17	6,314,223	14,475,962	24,510,338	279,154	45,579,677
Mar-17	5,836,217	14,046,833	25,639,621	283,201	45,805,873
Apr-17	5,481,269	13,982,780	24,606,245	291,164	44,361,458
May-17	4,625,852	13,251,440	24,400,891	285,843	42,564,026
Jun-17	5,190,654	14,504,963	27,829,302	379,827	47,904,746
Jul-17	6,710,049	17,102,578	30,677,074	311,203	54,800,904
Aug-17	6,350,649	16,641,065	29,028,358	305,274	52,325,346
Sep-17	5,040,219	15,220,038	27,671,467	312,562	48,244,286
Oct-17	4,658,564	12,530,016	27,754,701	309,518	45,252,799
Nov-17	4,180,394	10,634,011	24,081,435	307,412	39,203,252
Dec-17	5,368,871	11,089,609	25,934,360	296,196	42,689,036

RETAIL SALES (kWh) by CUSTOMER CLASS  
Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Nov-16	33,790,725	25,100,638	26,593,634	644,391	86,129,387
Dec-16	40,974,003	26,698,792	27,126,203	660,124	95,459,123
Jan-17	48,878,735	30,518,227	27,777,988	693,591	107,868,541
Feb-17	41,888,197	27,806,421	27,435,574	647,019	97,777,211
Mar-17	39,758,378	27,252,241	27,034,182	649,766	94,694,567
Apr-17	37,196,358	26,729,137	26,958,211	658,341	91,542,047
May-17	31,949,810	25,105,196	27,287,795	657,582	85,000,383
Jun-17	36,454,263	27,769,686	30,547,605	697,196	95,468,750
Jul-17	48,848,304	33,520,654	34,164,950	680,868	117,214,776
Aug-17	46,410,317	33,125,679	32,479,046	673,721	112,688,763
Sep-17	39,815,305	29,828,898	30,878,419	687,286	101,209,908
Oct-17	36,986,207	26,360,377	31,045,206	679,630	95,071,420
Nov-17	33,077,941	22,683,915	27,021,133	676,170	83,459,159
Dec-17	43,280,087	25,176,455	28,973,555	672,192	98,102,289

RETAIL SALES (kWh) by CUSTOMER CLASS  
Competitive Generation Sales as a Percentage of Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Nov-16	14.6%	55.4%	89.4%	45.6%	49.8%
Dec-16	15.2%	54.1%	89.7%	46.2%	47.5%
Jan-17	15.3%	51.9%	88.9%	46.9%	44.8%
Feb-17	15.1%	52.1%	89.3%	43.1%	46.6%
Mar-17	14.7%	51.5%	94.8%	43.6%	48.4%
Apr-17	14.7%	52.3%	91.3%	44.2%	48.5%
May-17	14.5%	52.8%	89.4%	43.5%	50.1%
Jun-17	14.2%	52.2%	91.1%	54.5%	50.2%
Jul-17	13.7%	51.0%	89.8%	45.7%	46.8%
Aug-17	13.7%	50.2%	89.4%	45.3%	46.4%
Sep-17	12.7%	51.0%	89.6%	45.5%	47.7%
Oct-17	12.6%	47.5%	89.4%	45.5%	47.6%
Nov-17	12.6%	46.9%	89.1%	45.5%	47.0%
Dec-17	12.4%	44.0%	89.5%	44.1%	43.5%

Unitil Energy Systems, Inc.  
Customer Migration Report

CUSTOMER COUNT by CLASS  
Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Nov-16	8,738	3,023	126	360	12,247
Dec-16	8,844	2,998	125	356	12,323
Jan-17	8,738	2,989	125	350	12,202
Feb-17	8,574	2,975	126	351	12,026
Mar-17	8,840	2,955	126	360	12,281
Apr-17	8,799	2,945	126	369	12,239
May-17	8,791	2,935	125	366	12,217
Jun-17	8,757	2,945	126	347	12,175
Jul-17	8,108	2,897	121	294	11,420
Aug-17	8,087	2,848	121	301	11,357
Sep-17	7,789	2,865	121	300	11,075
Oct-17	7,658	2,868	121	301	10,948
Nov-17	7,538	2,821	122	292	10,773
Dec-17	7,424	2,796	120	292	10,632

CUSTOMER COUNT by CLASS  
Total Customers

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Nov-16	65,832	11,019	158	1,683	78,692
Dec-16	65,896	11,023	156	1,685	78,760
Jan-17	65,903	11,022	158	1,683	78,766
Feb-17	66,109	11,038	161	1,682	78,990
Mar-17	66,158	11,036	161	1,686	79,041
Apr-17	66,381	11,061	161	1,699	79,302
May-17	66,646	11,082	160	1,701	79,589
Jun-17	66,584	11,091	160	1,690	79,525
Jul-17	66,564	10,734	156	1,564	79,018
Aug-17	66,577	10,748	156	1,602	79,083
Sep-17	66,553	10,742	156	1,599	79,050
Oct-17	65,551	10,629	156	1,597	77,933
Nov-17	65,458	10,625	156	1,595	77,834
Dec-17	65,527	10,640	155	1,593	77,915

CUSTOMER COUNT by CLASS  
Percentage of Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Nov-16	13.3%	27.4%	79.7%	21.4%	15.6%
Dec-16	13.4%	27.2%	80.1%	21.1%	15.6%
Jan-17	13.3%	27.1%	79.1%	20.8%	15.5%
Feb-17	13.0%	27.0%	78.3%	20.9%	15.2%
Mar-17	13.4%	26.8%	78.3%	21.4%	15.5%
Apr-17	13.3%	26.6%	78.3%	21.7%	15.4%
May-17	13.2%	26.5%	78.1%	21.5%	15.4%
Jun-17	13.2%	26.6%	78.8%	20.5%	15.3%
Jul-17	12.2%	27.0%	77.6%	18.8%	14.5%
Aug-17	12.1%	26.5%	77.6%	18.8%	14.4%
Sep-17	11.7%	26.7%	77.6%	18.8%	14.0%
Oct-17	11.7%	27.0%	77.6%	18.8%	14.0%
Nov-17	11.5%	26.6%	78.2%	18.3%	13.8%
Dec-17	11.3%	26.3%	77.4%	18.3%	13.6%