

Tomas S. Fuller
Analyst, Regulatory, Planning and Evaluation
Energy Efficiency

603-634-2624
Tomas.Fuller@eversource.com

November 27, 2019

NHPLC 27NOV19PM3:48

Debra A. Howland
Executive Director
State of New Hampshire
Public Utilities Commission
21 S. Fruit Street, Suite 10
Concord, New Hampshire 03301-2429

RE: DE 17-136 - NHSaves Energy Efficiency Programs Third Quarter 2019 Report

Dear Director Howland:

Enclosed for filing with the Commission are four copies of the Third Quarter 2019 Report for the NHSaves Energy Efficiency Programs containing results for all the electric and natural gas utilities. Eversource is filing four copies consistent with the ruling of the Commission in Order No. 25,462 dated February 1, 2013.

A copy of this report was made available electronically to the Commission and all parties on the service list on November 27, 2019.

Very truly yours,



Tomas S. Fuller
Analyst
Regulatory, Planning and Evaluation
Energy Efficiency

Enclosures
cc: Service List



New Hampshire Statewide Energy Efficiency Programs

3rd Quarter Report
January 2019 – September 2019

Docket DE 17-136

November 27, 2019



**3rd Quarter Report
January 2019 - September 2019**

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Highlights

Description	Program Expenses ¹		kWh Savings				MMBtu Savings				Participants	
	Actual	% of Budget	Annual	Annual: % of Goal	Lifetime	Life: % of Goal	Annual	Annual: % of Goal	Lifetime	Life: % of Goal	Count	% of Goal
Electric Utilities												
Statewide Programs												
Municipal Program	\$ 1,090,380	55%	2,410,672	55%	32,248,851	52%	4,294	109%	83,649	141%	102	95%
All Other Statewide Program	\$ 23,675,459	58%	53,512,697	58%	634,942,686	54%	45,566	55%	1,016,869	59%	226,963	131%
Sub-total	\$ 24,765,839	58%	55,923,369	61%	667,191,538	54%	49,860	57%	1,100,518	62%	227,065	131%
Company Specific Programs ²	\$ 1,669,533	62%	7,369,220	63%	34,102,349	47%	-	-	-	-	117,086	111%
Total Electric	\$ 26,435,372	56%	63,292,588	59%	701,293,887	54%	49,860	57%	1,100,518	62%	344,150	124%
Gas Utilities												
Statewide Programs	\$ 5,211,618	55%	499,942		6,959,923		91,726	56%	1,463,696	52%	4,082	91%
Company Specific Programs ²	\$ 312,197	113%	-		-		7,466	101%	25,604	94%	48,900	100%
Total Gas	\$ 5,523,815	57%	499,942		6,959,923		99,192	58%	1,489,300	52%	52,982	98%
Grand Total	\$ 31,959,187	56%	63,792,530	59%	708,253,810	54%	149,051	58%	2,589,818	56%	397,132	107%

Notes:

(1) Program expenses shown in this report exclude the performance incentive (PI), which can vary by program and accomplishment thresholds. The planned budget for PI is 5.5% of actual program expenditures. The actual PI for each utility is calculated to reflect the utilities' final accomplishments and is filed with the Commission by June 1st of each year for the preceding program year.

(2) Company-specific includes company-specific programs, education, forward capacity market and loan program implementation expenses.

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Highlights
Statewide Programs ¹

Description	Program Expenses		kWh Savings			MMBtu Savings			Participants	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
Electric Utilities										
Residential										
Home Energy Assistance	\$ 5,339,234	65%	875,929	10,545,211	71%	13,741	298,261	52%	913	83%
ENERGY STAR Homes	\$ 1,033,959	38%	878,603	18,505,002	58%	13,633	340,127	106%	332	34%
NH Home Performance w/Energy Star	\$ 2,615,077	49%	617,657	11,421,207	89%	16,946	363,239	46%	659	49%
ENERGY STAR Products	\$ 4,014,829	80%	15,501,137	112,610,430	121%	1,247	15,242	30%	224,202	134%
Sub-total	\$ 13,003,099	61%	17,873,325	153,081,851	101%	45,566	1,016,869	59%	226,106	132%
Commercial & Industrial										
Large Business Energy Solutions	\$ 5,638,334	46%	21,928,630	297,219,345	39%	-	-	-	283	37%
Small Business Energy Solutions	\$ 5,034,026	68%	13,710,741	184,641,490	68%	-	-	-	574	60%
Municipal Program	\$ 1,090,380	55%	2,410,672	32,248,851	52%	4,294	83,649	141%	102	95%
Sub-total	\$ 11,762,740	54%	38,050,043	514,109,687	47%	4,294	83,649	141%	959	52%
Total Electric	\$ 24,765,839	58%	55,923,369	667,191,538	54%	49,860	1,100,518	62%	227,065	131%
Gas Utilities										
Residential										
Home Energy Assistance	\$ 1,138,362	68%	87,839	1,385,747		8,413	164,614	84%	349	114%
ENERGY STAR Homes	\$ 414,401	68%	129,340	2,489,899		4,853	110,166	111%	145	89%
NH Home Performance w/Energy Star	\$ 809,353	65%	152,824	1,299,808		9,647	181,250	79%	497	63%
ENERGY STAR Products	\$ 870,330	70%	34,139	579,964		16,255	272,456	101%	1,800	91%
Sub-total	\$ 3,232,446	68%	404,142	5,755,418		39,168	728,487	92%	2,791	86%
Commercial & Industrial										
Large Business Energy Solutions	\$ 989,451	34%	65,632	673,876		32,179	413,517	30%	42	25%
Small Business Energy Solutions	\$ 989,722	57%	30,168	530,629		20,378	321,692	23%	1,249	115%
Sub-total	\$ 1,979,172	42%	95,800	1,204,505		52,557	735,210	37%	1,291	103%
Total Gas	\$ 5,211,618	55%	499,942	6,959,923		91,726	1,463,696	52%	4,082	91%
Grand Total	\$ 29,977,457	57%	56,423,310	674,151,461	54%	141,586	2,564,214	56%	231,147	131%

Notes:

(1) Amounts shown above pertain only to the Statewide programs. The amounts pertaining to the Company-Specific programs are shown on page 3.

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January 2019 - September 2019

Highlights
Company-Specific Programs ¹

Description	Program Expenses		kWh Savings			MMBtu Savings			Participants	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
Electric Utilities										
Residential										
Home Energy Reports	\$ 747,232	65%	6,028,675	16,675,264	81%	-	-	-	117,037	100%
Customer Engagement Platform	\$ 144,392	68%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses ²	\$ 36,829	42%	-	-	-	-	-	-	-	-
Sub-total	\$ 928,453	64%	6,028,675	16,675,264	102%	-	-	-	117,037	100%
Commercial & Industrial										
Smart Start	\$ 19,289	34%	-	-	-	-	-	-	1	-
C&I Customer Partnerships	\$ 16,478	65%	-	-	-	-	-	-	-	-
C&I RFP Program	\$ 160,091	13%	1,340,545	17,427,085	34%	-	-	-	4	9%
Education	\$ 237,693	38%	-	-	-	-	-	-	-	-
Customer Engagement Platform	\$ 216,588	68%	-	-	-	-	-	-	-	-
Large Business DR Initiative	\$ 23,842	10%	-	-	-	-	-	-	44	54%
Forward Capacity Market Expenses ²	\$ 67,099	35%	-	-	-	-	-	-	-	-
Sub-total	\$ 741,080	28%	1,340,545	17,427,085	34%	-	-	-	49	39%
Total Residential and C&I	\$ 1,669,533	43%	7,369,220	34,102,349	50%	-	-	-	117,086	82%
Gas Utilities										
Residential										
Home Energy Reports ³	\$ 279,221	79%	-	-	-	7,466	25,604	67%	48,900	100%
Education	\$ -	-	-	-	-	-	-	-	-	-
Sub-total	\$ 279,221	79%	-	-	-	7,466	25,604	67%	48,900	100%
Commercial & Industrial										
Sub-total	\$ 32,976	33%	-	-	-	-	-	-	-	-
Total Residential and C&I	\$ 312,197	72%	-	-	-	7,466	25,604	67%	48,900	100%
Grand Total	\$ 1,981,730	46%	7,369,220	34,102,349	50%	7,466	25,604	67%	165,986	107%

Notes:

- (1) Amounts shown above pertain only to the Company-Specific programs. The amounts pertaining to the Statewide programs are shown on page 2.
Company-specific includes company-specific programs, education, forward capacity market and loan program implementation expenses.
- (2) Amounts shown are expenses related to the electric utilities' participation in ISO-NE's Forward Capacity Market. Revenues received from ISO-NE are reported on page 18.
- (3) Unitil's gas and electric HER offering was launched in the fall of 2018. Annualized savings values are still being developed by the Company and by its vendor and will be updated for the Company's annual report filing.

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Highlights
Home Energy Assistance Program ¹

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expense: Budget ²	\$ 690,348	\$ 499,416	\$ 6,015,107	\$ 980,094	\$ 8,184,964	\$ 1,310,342	\$ 374,026	\$ 1,684,368	\$ 9,869,332
(Utility Program) Actual	\$ 344,348	\$ 352,217	\$ 4,335,144	\$ 307,525	\$ 5,339,234	\$ 861,507	\$ 276,854	\$ 1,138,362	\$ 6,477,596
Percent	50%	71%	72%	31%	65%	66%	74%	68%	66%
Program Incentives: Budget ³	\$ 514,309	\$ 383,053	\$ 5,218,493	\$ 768,968	\$ 6,884,823	\$ 1,061,377	\$ 283,498	\$ 1,344,875	\$ 8,229,698
(Utility Program) Actual ⁴	\$ 232,956	\$ 231,397	\$ 3,205,348	\$ 172,993	\$ 3,842,694	\$ 614,765	\$ 298,389	\$ 913,154	\$ 4,755,847
Percent	45%	60%	61%	22%	56%	58%	105%	68%	58%
Participants Served: Goal	72	42	865	115	1,094	245	62	307	1,401
Actual ⁵	91	41	767	27	926	189	91	280	1,206
Percent	127%	98%	89%	23%	85%	77%	147%	91%	86%
Collaboration: Actual Collaborated Funds ⁶	\$ 20,296	\$ 71,492	\$ 1,608,230	\$ 114,503	\$ 1,814,521	\$ 66,625	\$ 7,129	\$ 73,753	\$ 1,888,274
Total Actual Expenses (Utility + Collaboration)	\$ 253,251	\$ 302,889	\$ 4,813,578	\$ 287,496	\$ 5,657,214	\$ 681,390	\$ 305,517	\$ 986,907	\$ 6,644,121
% of Total Actual Expenses	8%	24%	33%	40%	32%	10%	2%	7%	28%
Collaborated Units	9	26	502	25	562	71	3	74	636
% of Total Participants Served	10%	63%	65%	93%	61%	38%	3%	26%	53%
Heating Systems: Actual Incentives	\$ 49,938	\$ 65,600	\$ 866,107	\$ 71,329	\$ 1,052,974	\$ 199,346	\$ 9,300	\$ 208,646	\$ 1,261,620
% of HEA Utility Total Budget	7%	13%	14%	7%	13%	15%	2%	12%	13%
Dwelling Mix:									
Single Family	14	41	330	27	412	65	85	150	562
Multi-Family	77		437		514	124	6	130	644
Total	91	41	767	27	926	189	91	280	1,206

Notes:

- (1) Program savings results are shown on page 8.
- (2) Program budget and actual numbers are based on total expenditures.
- (3) Reflects Program "Rebates/Services" only.
- (4) Program incentives are based on the HEA tracking system and do not include items not billed in the tracking system, such as heating system incentives and quality assurance costs.
- (5) Number of Participants served by county are as follows:

	Belknap	Carroll*	Cheshire	Coos*	Grafton*	Hillsborough	Merrimack	Rockingham	Strafford	Sullivan*	Total
Electric	74	21	105	52	59	187	150	86	166	26	926
Gas	38					142	9	49	42		280
Total											1,206

* County is not served by a gas utility

- (6) Collaborated funds may include funding from numerous sources including the Department of Energy, town assistance, Community Development Block grants and also from other utilities. For example, if Eversource and Liberty Utilities-Gas worked on a joint project, Eversource includes the incentives from Liberty-Gas as part of its collaboration funds and Liberty-Gas includes incentives from Eversource as collaboration funds.

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Highlights
CO₂ Emissions Reductions

Description	Units	CO2 Emission Factors In lbs Per Unit ¹	CO2 Emission Factors In Metric Tons Per Unit	Electric Utilities			Gas Utilities		Grand Total			
				YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons		YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons	YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons		
					All Programs (All funding sources)	RGGI Funded Portion				All Programs (All funding sources)	RGGI Funded Portion	
Annual												
Electricity ²	MWH	1,087.000	0.4930	63,293	31,201	1,232	500	246	63,793	31,448	1,232	
Natural Gas	MMBtu	117.080	0.0531	7,096	377	22	99,192	5,267	106,288	5,644	22	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	16,048	1,175	79	-	-	16,048	1,175	79	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	2,008	145	14	-	-	2,008	145	14	
Propane	MMBtu	139.178	0.0631	22,182	1,400	247	-	-	22,182	1,400	247	
Wood	MMBtu	-	-	2,526	-	-	-	-	2,526	-	-	
Wood Pellet	-	-	-	-	-	-	-	-	-	-	-	
Other	MMBtu	-	-	-	-	-	-	-	-	-	-	
Total Annual Emissions Reductions					34,298	1,596		5,513		39,811	1,596	
Lifetime												
Electricity ²	MWH	1,087.000	0.4930	701,294	345,717	16,424	6,960	3,431	708,254	349,148	16,424	
Natural Gas	MMBtu	117.080	0.0531	163,010	8,655	503	1,489,300	79,078	1,652,310	87,734	503	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	323,299	23,663	1,211	-	-	323,299	23,663	1,211	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	42,329	3,063	306	-	-	42,329	3,063	306	
Propane	MMBtu	139.178	0.0631	518,540	32,730	5,194	-	-	518,540	32,730	5,194	
Wood	MMBtu	-	-	53,340	-	-	-	-	53,340	-	-	
Wood Pellet	-	-	-	-	-	-	-	-	-	-	-	
Other	-	-	-	-	-	-	-	-	-	-	-	
Total Lifetime Emissions Reductions					413,828	23,638		82,509		496,337	23,638	

Notes:

- (1) Source of CO2 Emission Factors in lbs/unit for all other fuels:
- (2) Source of CO2 Emission Factors in lbs/unit for electricity:

http://www.eia.gov/electricity/annual/html/epa_a_03.html
Based on 2009 Greenhouse Gas Emissions Reduction Fund Grant Guidelines for CO₂ emission conversion factor for electrically powered equipment.

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Highlights
Annual Savings by Fuel Type

Program	Electric Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Oil	Natural Gas	LP	Kerosene	Wood	Wood Pellet	Other	Total	
Home Energy Assistance	5,339	4,172	1,661	1,949	619	-	-	13,741	875,929
ENERGY STAR Homes	112	513	12,990	-	18	-	-	13,633	878,603
NH Home Performance w/Energy Star	9,423	1,864	3,712	58	1,889	-	-	16,946	617,657
ENERGY STAR Products	630	548	70	-	-	-	-	1,247	15,501,137
Large Business Energy Solutions	-	-	-	-	-	-	-	-	21,928,630
Small Business Energy Solutions	-	-	-	-	-	-	-	-	13,710,741
Municipal Program	544	-	3,750	-	-	-	-	4,294	2,410,672
Company-Specific Programs	-	-	-	-	-	-	-	-	7,369,220
Total	16,048	7,096	22,182	2,008	2,526	-	-	49,860	63,292,588

Program	Gas Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Oil	Natural Gas	LP	Kerosene	Wood	Wood Pellet	Other	Total	
Home Energy Assistance	-	8,413	-	-	-	-	-	8,413	87,839
ENERGY STAR Homes	-	4,853	-	-	-	-	-	4,853	129,340
NH Home Performance w/Energy Star	-	9,647	-	-	-	-	-	9,647	152,824
ENERGY STAR Products	-	16,255	-	-	-	-	-	16,255	34,139
Large Business Energy Solutions	-	32,179	-	-	-	-	-	32,179	65,632
Small Business Energy Solutions	-	20,378	-	-	-	-	-	20,378	30,168
Municipal Program	-	-	-	-	-	-	-	-	-
Company-Specific Programs	-	7,466	-	-	-	-	-	7,466	-
	-	99,192	-	-	-	-	-	99,192	499,942

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Summary of Results by Utility
Statewide & Company-Specific Programs Combined ¹

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 4,060,868	\$ 2,994,886	\$ 34,644,667	\$ 5,378,785	\$ 47,079,205	\$ 7,707,894	\$ 2,188,606	\$ 9,896,499	\$ 56,975,704
	Actual	\$ 1,913,939	\$ 1,529,466	\$ 20,296,110	\$ 2,695,857	\$ 26,435,372	\$ 4,163,619	\$ 1,360,197	\$ 5,523,815	\$ 31,959,187
	Percent	47%	51%	59%	50%	56%	54%	62%	56%	56%
Program Participation	Goal	26,888	16,177	218,284	54,290	315,639	41,392	12,696	54,088	369,727
	Actual	26,785	30,299	237,143	49,923	344,150	40,635	12,347	52,982	397,132
	Percent	100%	187%	109%	92%	109%	98%	97%	98%	107%
Annual kWh Savings	Goal	9,224,361	3,973,570	85,146,651	9,175,917	107,520,499	313,853	65,766	379,619	107,900,118
	Actual	3,794,773	2,856,479	49,574,429	7,066,907	63,292,588	439,737	60,205	499,942	63,792,530
	Percent	41%	72%	58%	77%	59%				59%
Lifetime kWh Savings	Goal	117,844,688	43,509,269	1,040,045,911	110,570,313	1,311,970,181	3,996,903	810,550	4,807,453	1,316,777,634
	Actual	36,427,126	24,398,499	573,017,940	67,450,322	701,293,887	5,935,372	1,024,551	6,959,923	708,253,810
	Percent	31%	56%	55%	61%	53%				54%
Annual MMBtu Savings	Goal	5,812	4,104	70,073	7,405	87,394	138,080	36,706	174,786	262,180
	Actual	2,939	3,984	39,686	3,251	49,860	76,220	22,972	99,192	149,051
	Percent	51%	97%	57%	44%	57%	55%	63%	57%	57%
Lifetime MMBtu Savings	Goal	126,787	82,235	1,428,716	147,906	1,785,644	2,292,942	548,096	2,841,037	4,626,681
	Actual	66,875	85,779	879,427	68,438	1,100,518	1,130,766	358,534	1,489,300	2,589,818
	Percent	53%	104%	62%	46%	62%	49%	65%	52%	56%

(1) Company-specific includes company-specific programs, education, forward capacity market and loan program implementation expenses.

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**Program Results
Home Energy Assistance (HEA)**

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 690,348	\$ 499,416	\$ 6,015,107	\$ 980,094	\$ 8,184,964	\$ 1,310,342	\$ 374,026	\$ 1,684,368	\$ 9,869,332
	Actual	\$ 344,348	\$ 352,217	\$ 4,335,144	\$ 307,525	\$ 5,339,234	\$ 861,507	\$ 276,854	\$ 1,138,362	\$ 6,477,596
	Percent	50%	71%	72%	31%	65%	66%	74%	68%	66%
Program Participation	Goal	72	42	865	115	1,094	245	62	307	1,401
	Actual	91	35	763	24	913	280	69	349	1,262
	Percent	127%	83%	88%	21%	83%	114%	111%	114%	90%
Annual kWh Savings	Goal	173,347	44,119	845,586	85,861	1,148,912	47,539	11,829	59,368	1,208,280
	Actual	72,961	31,397	750,815	20,756	875,929	84,352	3,487	87,839	963,768
	Percent	42%	71%	89%	24%	76%				80%
Lifetime kWh Savings	Goal	1,697,671	515,515	11,398,429	1,148,575	14,760,190	968,234	114,199	1,082,433	15,842,624
	Actual	884,828	393,919	8,918,253	348,212	10,545,211	1,309,273	76,474	1,385,747	11,930,958
	Percent	52%	76%	78%	30%	71%				75%
Annual MMBtu Savings	Goal	1,998	1,204	21,015	3,103	27,320	7,637	1,947	9,584	36,905
	Actual	540	953	11,506	741	13,741	6,201	2,212	8,413	22,154
	Percent	27%	79%	55%	24%	50%	81%	114%	88%	60%
Lifetime MMBtu Savings	Goal	45,207	24,009	438,475	62,053	569,743	155,507	39,470	194,976	764,720
	Actual	12,307	20,249	250,993	14,712	298,261	116,577	48,038	164,614	462,875
	Percent	27%	84%	57%	24%	52%	75%	122%	84%	61%

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Program Results
ENERGY STAR Homes

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 185,138	\$ 246,674	\$ 2,060,103	\$ 205,783	\$ 2,697,699	\$ 421,351	\$ 191,400	\$ 612,751	\$ 3,310,450
	Actual	\$ 87,897	\$ 115,514	\$ 636,192	\$ 194,356	\$ 1,033,959	\$ 259,522	\$ 154,880	\$ 414,401	\$ 1,448,361
	Percent	47%	47%	31%	94%	38%	62%	81%	68%	44%
Program Participation	Goal	73	26	840	29	968	121	43	164	1,131
	Actual	18	15	264	35	332	92	53	145	477
	Percent	25%	58%	31%	121%	34%	76%	124%	89%	42%
Annual kWh Savings	Goal	329,428	52,681	989,389	65,093	1,436,591	47,701	5,443	53,144	1,489,735
	Actual	59,882	34,828	697,466	86,426	878,603	97,323	32,017	129,340	1,007,942
	Percent	18%	66%	70%	133%	61%				68%
Lifetime kWh Savings	Goal	7,935,055	1,176,627	21,530,618	1,216,159	31,858,459	1,192,524	37,535	1,230,059	33,088,518
	Actual	1,358,938	750,883	15,041,746	1,353,436	18,505,002	2,021,500	468,399	2,489,899	20,994,901
	Percent	17%	64%	70%	111%	58%				63%
Annual MMBtu Savings	Goal	1,171	442	11,505	436	13,555	2,577	1,441	4,017	17,572
	Actual	1,168	663	11,540	261	13,633	2,685	2,168	4,853	18,486
	Percent	100%	150%	100%	60%	101%	104%	151%	121%	105%
Lifetime MMBtu Savings	Goal	29,189	11,022	270,551	10,856	321,619	64,419	35,260	99,679	421,298
	Actual	28,919	16,586	288,415	6,207	340,127	66,803	43,364	110,166	450,293
	Percent	99%	150%	107%	57%	106%	104%	123%	111%	107%

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Program Results
Home Performance With ENERGY STAR (HPwES)

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 355,054	\$ 519,511	\$ 3,808,341	\$ 704,300	\$ 5,387,205	\$ 1,035,751	\$ 204,237	\$ 1,239,988	\$ 6,627,194
	Actual	\$ 199,386	\$ 344,763	\$ 1,722,224	\$ 348,703	\$ 2,615,077	\$ 609,365	\$ 199,988	\$ 809,353	\$ 3,424,429
	Percent	56%	66%	45%	50%	49%	59%	98%	65%	52%
Program Participation	Goal	83	72	1,067	113	1,334	692	100	792	2,126
	Actual	33	90	475	61	659	449	48	497	1,156
	Percent	40%	125%	45%	54%	49%	65%	48%	63%	54%
Annual kWh Savings	Goal	87,790	70,461	587,878	89,008	835,137	177,985	24,354	202,339	1,037,476
	Actual	46,625	92,010	435,856	43,166	617,657	136,355	16,469	152,824	770,481
	Percent	53%	131%	74%	48%	74%				74%
Lifetime kWh Savings	Goal	1,327,806	1,174,507	8,769,128	1,503,708	12,775,149	1,147,065	279,720	1,426,785	14,201,934
	Actual	974,010	1,733,487	7,922,538	791,172	11,421,207	960,746	339,062	1,299,808	12,721,015
	Percent	73%	148%	90%	53%	89%				90%
Annual MMBtu Savings	Goal	2,452	1,912	31,408	3,291	39,064	10,825	1,655	12,480	51,544
	Actual	1,087	2,256	11,619	1,983	16,946	8,178	1,469	9,647	26,593
	Percent	44%	118%	37%	60%	43%	76%	89%	77%	52%
Lifetime MMBtu Savings	Goal	49,020	39,930	628,921	66,075	783,946	201,357	28,946	230,303	1,014,249
	Actual	23,596	47,599	248,376	43,669	363,239	148,930	32,320	181,250	544,489
	Percent	48%	119%	39%	66%	46%	74%	112%	79%	54%

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Program Results
ENERGY STAR Products

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 301,612	\$ 602,895	\$ 3,502,801	\$ 617,955	\$ 5,025,264	\$ 925,001	\$ 315,236	\$ 1,240,237	\$ 6,265,500
	Actual	\$ 246,094	\$ 335,911	\$ 2,926,764	\$ 506,061	\$ 4,014,829	\$ 545,860	\$ 324,470	\$ 870,330	\$ 4,885,159
	Percent	82%	56%	84%	82%	80%	59%	103%	70%	78%
Program Participation	Goal	14,459	15,938	109,066	28,092	167,554	1,470	502	1,972	169,527
	Actual	14,595	30,117	154,678	24,812	224,202	1,083	717	1,800	226,002
	Percent	101%	189%	142%	88%	134%	74%	143%	91%	133%
Annual kWh Savings	Goal	987,875	1,426,972	8,177,720	1,840,675	12,433,241	40,628	22,628	63,256	12,496,497
	Actual	1,126,717	1,876,574	10,760,790	1,737,055	15,501,137	26,579	7,560	34,139	15,535,276
	Percent	114%	132%	132%	94%	125%				124%
Lifetime kWh Savings	Goal	6,469,068	9,711,214	64,598,358	12,023,832	92,802,472	689,080	351,880	1,040,960	93,843,432
	Actual	7,569,309	10,824,619	82,281,505	11,934,998	112,610,430	451,444	128,520	579,964	113,190,394
	Percent	117%	111%	127%	99%	121%				121%
Annual MMBtu Savings	Goal	132	192	2,709	485	3,518	11,990	4,032	16,022	19,540
	Actual	143	112	727	265	1,247	8,553	7,702	16,255	17,502
	Percent	108%	59%	27%	55%	35%	71%	191%	101%	90%
Lifetime MMBtu Savings	Goal	1,886	2,683	39,246	7,122	50,937	201,701	68,316	270,017	320,954
	Actual	2,052	1,345	7,994	3,850	15,242	141,673	130,784	272,456	287,698
	Percent	109%	50%	20%	54%	30%	70%	191%	101%	90%

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**Program Results
Large Business Energy Solutions**

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 1,231,211	\$ 381,524	\$ 9,277,318	\$ 1,353,124	\$ 12,243,177	\$ 2,300,303	\$ 623,035	\$ 2,923,338	\$ 15,166,515
	Actual	\$ 412,094	\$ 61,231	\$ 4,726,305	\$ 438,703	\$ 5,638,334	\$ 839,106	\$ 150,344	\$ 989,451	\$ 6,627,785
	Percent	33%	16%	51%	32%	46%	36%	24%	34%	44%
Program Participation	Goal	101	20	594	59	774	94	72	166	939
	Actual	8	2	263	10	283	30	12	42	325
	Percent	8%	10%	44%	17%	37%	32%	17%	25%	35%
Annual kWh Savings	Goal	4,717,156	1,456,172	45,645,047	4,148,221	55,966,596	-	-	-	55,966,596
	Actual	913,089	138,915	19,282,852	1,593,774	21,928,630	65,632	-	65,632	21,994,262
	Percent	19%	10%	42%	38%	39%				39%
Lifetime kWh Savings	Goal	67,850,378	18,930,233	614,073,184	56,285,881	757,139,676	-	-	-	757,139,676
	Actual	12,985,910	1,805,895	262,043,111	20,384,429	297,219,345	673,876	-	673,876	297,893,221
	Percent	19%	10%	43%	36%	39%				39%
Annual MMBtu Savings	Goal	-	-	-	-	-	65,863	16,150	82,013	82,013
	Actual	-	-	-	-	-	30,925	1,254	32,179	32,179
	Percent	-	-	-	-	-	47%	8%	39%	39%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	1,155,640	236,974	1,392,613	1,392,613
	Actual	-	-	-	-	-	392,252	21,266	413,517	413,517
	Percent	-	-	-	-	-	34%	9%	30%	30%

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**Program Results
 Small Business Energy Solutions**

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 877,784	\$ 499,967	\$ 5,056,171	\$ 1,008,203	\$ 7,442,125	\$ 1,361,981	\$ 380,546	\$ 1,742,527	\$ 9,184,652
	Actual	\$ 404,166	\$ 148,899	\$ 3,800,495	\$ 680,466	\$ 5,034,026	\$ 781,375	\$ 208,347	\$ 989,722	\$ 6,023,748
	Percent	46%	30%	75%	67%	68%	57%	55%	57%	66%
Program Participation	Goal	95	59	753	56	963	771	317	1,088	2,051
	Actual	38	27	439	70	574	701	548	1,249	1,823
	Percent	40%	46%	58%	125%	60%	91%	173%	115%	89%
Annual kWh Savings	Goal	1,986,225	786,163	15,162,512	2,535,530	20,470,430	-	1,512	1,512	20,471,942
	Actual	734,263	435,689	10,559,537	1,981,252	13,710,741	29,496	672	30,168	13,740,909
	Percent	37%	55%	70%	78%	67%				67%
Lifetime kWh Savings	Goal	26,723,868	10,220,113	200,792,559	32,911,026	270,647,565	-	27,216	27,216	270,674,781
	Actual	10,146,434	5,791,518	142,320,734	26,382,805	184,641,490	518,533	12,096	530,629	185,172,119
	Percent	38%	57%	71%	80%	68%				68%
Annual MMBtu Savings	Goal	-	-	-	-	-	31,804	8,229	40,033	40,033
	Actual	-	-	-	-	-	14,828	5,550	20,378	20,378
	Percent	-	-	-	-	-	47%	67%	51%	51%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	486,962	130,384	617,346	617,346
	Actual	-	-	-	-	-	246,099	75,593	321,692	321,692
	Percent	-	-	-	-	-	51%	58%	52%	52%

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**Program Results
Municipal Program**

Description		Electric Utilities				Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	
Program Expenses	Budget	\$ 167,048	\$ 159,404	\$ 1,453,179	\$ 220,642	\$ 2,000,273
	Actual	\$ 37,120	\$ 146,560	\$ 810,016	\$ 96,684	\$ 1,090,380
	Percent	22%	92%	56%	44%	55%
Program Participation	Goal	5	21	55	26	107
	Actual	2	12	81	7	102
	Percent	38%	57%	147%	27%	95%
Annual kWh Savings	Goal	274,540	137,005	3,599,498	411,529	4,422,572
	Actual	5,706	247,066	1,976,422	181,478	2,410,672
	Percent	2%	180%	55%	44%	55%
Lifetime kWh Savings	Goal	3,849,842	1,781,060	50,768,525	5,481,132	61,880,559
	Actual	76,048	3,098,178	26,722,355	2,352,271	32,248,851
	Percent	2%	174%	53%	43%	52%
Annual MMBtu Savings	Goal	59	353	3,435	90	3,937
	Actual	-	-	4,294	-	4,294
	Percent	0%	0%	125%	0%	109%
Lifetime MMBtu Savings	Goal	1,485	4,591	51,523	1,800	59,399
	Actual	-	-	83,649	-	83,649
	Percent	0%	0%	162%	0%	141%

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Company-Specific Programs
Liberty Utilities, Unutil and the New Hampshire Electric Cooperative

Description		Liberty Utilities	Liberty Utilities	New Hampshire Electric Cooperative	Unutil ¹	Unutil ¹
		Electric	Gas	Electric	Electric	Gas
		Home Energy Reports	Home Energy Reports	Smart Start Program Administration	Home Energy Reports	Home Energy Reports
Program Expenses	Budget	\$ 129,300	\$ 270,764	\$ 5,000	\$ 184,985	\$ 81,756
	Actual	\$ 121,450	\$ 240,246	\$ 948	\$ 86,238	\$ 38,975
	Percent	94%	89%	19%	47%	48%
Program Participation	Goal	12,000	38,000	-	25,800	11,600
	Actual	12,000	38,000	1	24,900	10,900
	Percent	100%	100%	-	97%	94%
Annual kWh Savings	Goal	668,000	-	-	917,000	-
	Actual	835,530	-	-	1,423,000	-
	Percent	125%	-	-	155%	-
Lifetime kWh Savings	Goal	1,991,000	-	-	2,423,614	-
	Actual	2,431,651	-	-	3,903,000	-
	Percent	122%	-	-	161%	-
Annual MMBtu Savings	Goal	-	7,384	-	-	3,252
	Actual	-	4,851	-	-	2,615
	Percent	-	66%	-	-	80%
Lifetime MMBtu Savings	Goal	-	27,356	-	-	8,746
	Actual	-	18,433	-	-	7,171
	Percent	-	67%	-	-	82%

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**Program Results
 Company-Specific Programs
 Eversource**

Description		Smart Start	Customer	Home	C&I	C&I	Total
		Program	Engagement	Energy	RFP	Customer	
		Administration	Platform	Reports	Program	Partnerships	
Program Expenses	Budget	\$ 52,000	\$ 529,692	\$ 829,581	\$ 1,195,561	\$ 25,360	\$ 2,632,194
	Actual	\$ 18,341	\$ 360,980	\$ 539,545	\$ 160,091	\$ 16,478	\$ 1,095,435
	Percent	35%	68%	65%	13%	65%	42%
Program Participation	Goal	-	-	105,000	44	-	105,044
	Actual	-	-	80,137	4	-	80,141
	Percent	-	-	76%	9%	-	76%
Annual kWh Savings	Goal	-	-	5,933,600	4,205,420	-	10,139,020
	Actual	-	-	3,770,145	1,340,545	-	5,110,690
	Percent	-	-	64%	32%	-	50%
Lifetime kWh Savings	Goal	-	-	16,274,459	51,840,651	-	68,115,110
	Actual	-	-	10,340,613	17,427,085	-	27,767,698
	Percent	-	-	64%	34%	-	41%

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Education Programs

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses									
Budget	\$ 58,373	\$ 60,494	\$ 429,454	\$ 70,209	\$ 618,530	\$ 82,400	\$ 18,370	\$ 100,770	\$ 719,300
Actual*	27,239	11,228	186,942	12,284	237,693	26,638	6,338	32,976	270,669
Percent	47%	19%	44%	17%	38%	32%	35%	33%	38%

Activities

Residential Programs

January 17: Button Up Workshop, Virtual
 February 1: The Home Depot, North Hampton
 February 7: Button Up Workshop, Rochester
 March 20: NHSaves Button Up Workshop, Stratham
 March 25: The Home Depot, North Conway
 March 25: NH Energy Roundtable, Portsmouth
 March 26: Forum: Emerging Energy Needs, Manchester
 March 26: NHSaves Button Up, Keene
 March 27: NH Energy Roundtable, Newport
 March 28: NH Energy Breakfast
 March 28: NH Energy Week Award Ceremony and Reception
 April 16: 2019 Residential Code Workshop Series
 April 23: Residential Code Workshop
 April 30: Residential Code Workshop
 May 4: Souhegan Sustainability Fair
 May 28-Jun 7: BPI Building Analyst Training, Lakes Region Community College
 June 14: White Mountain Oil and Propane Open House
 September 12: NHSaves Button Up Mason
 September 16: Charge Forward EV Relay
 September 21: Nottingham Earth Festival 2019
 September 24: 2019 Energy Code Workshop Series - Residential
 September 24: NHSaves Button Up Claremont
 September 24: NHSaves Button Up Wilton

Commercial Programs

February 1: Commercial Energy Efficiency Training, Keene State College
 February 13: Commercial Energy Efficiency Training, Portsmouth
 March 1: Commercial Energy Training, Manchester
 March 13: Energy Efficiency for Water and Wastewater Facilities, Claremont
 March 20: Commercial Energy Efficiency Training, Plymouth
 March 18: Energy Efficiency for Water and Wastewater Facilities, Hampton
 April 2: NH Energy Roundtable: Nashua
 April 10: Energy Efficiency for Water and Wastewater Facilities - Waterville
 April 18: Energy Efficiency for Water and Wastewater Facilities - North Conway
 April 24: 2019 Commercial Code Workshop Series
 May 1: New Hampshire Businesses for Social Responsibility 2019 Spring Conference
 May 8: Commercial Code Workshop Series

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Forward Capacity Market (FCM) Proceeds and Expenses

Description	Electric Utilities				Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	
Estimated Annual FCM Proceeds	\$ 606,853	\$ 75,000	\$ 5,834,218	\$ 650,000	\$ 7,166,071
Estimated Annual FCM Expenses	\$ 65,000	\$ 20,000	\$ 160,000	\$ 33,490	\$ 278,490
Actual FCM Proceeds					
Qtr. 1	\$ 197,933	\$ 30,744	\$ 1,831,730	\$ 232,677	\$ 2,293,085
Qtr. 2	201,961	31,576	1,834,669	232,714	2,300,920
Qtr. 3	169,302	39,066	1,409,858	185,029	1,803,255
Qtr. 4	-	-	-	-	-
Total	\$ 569,197	\$ 101,385	\$ 5,076,257	\$ 650,421	\$ 6,397,260
Actual FCM Expenses					
Financial Assurance					
Qtr. 1	\$ -	\$ -	\$ -	\$ -	\$ -
Qtr. 2	-	-	5,843	-	5,843
Qtr. 3	-	-	-	-	-
Qtr. 4	-	-	-	-	-
Total	\$ -	\$ -	\$ 5,843	\$ -	\$ 5,843
Other					
Qtr. 1	\$ 6,975	\$ -	\$ 7,216	\$ 3,498	\$ 17,689
Qtr. 2	23,733	11,857	19,438	18,808	73,837
Qtr. 3	3,437	-	6,095	2,531	12,064
Qtr. 4	-	-	-	-	-
Total	\$ 34,145	\$ 11,857	\$ 32,750	\$ 24,837	\$ 103,589
Total Financial Assurance & Other	\$ 34,145	\$ 11,857.3	\$ 38,592	\$ 24,837	\$ 109,432
Actual Net FCM Proceeds*	\$ 535,052	\$ 89,528	\$ 5,037,665	\$ 625,584	\$ 6,287,828

* The Statewide Electric Utilities leverage the Forward Capacity Market which provides additional energy efficiency funds to the NH Statewide energy efficiency programs. The FCM proceeds budget and actual FCM proceeds are allocated to the residential and the C&I sectors based on an estimate of each sector's contribution to peak demand reduction (approximately 30% for the Residential sector and 70% for the C&I sector). Initially approved by the Commission in its Order No. 24,930 in DE 08-130 dated January 5, 2009 (2009 Statewide Programs) and in all subsequent Statewide program Orders.

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Expenses By Activity
Residential Programs

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Home Energy Assistance	Internal Admin	\$ 37,721	\$ 28,595	\$ 74,966	\$ 59,285	\$ 200,567	\$ 34,241	\$ 27,330	\$ 61,570	\$ 262,137
	External Admin	-	3,055	-	(16)	3,040	-	680	680	3,719
	Rebate/Services	241,254	271,638	3,801,604	216,380	4,530,876	713,634	207,200	920,834	5,451,710
	Implementation Services	32,208	31,833	154,873	1,479	220,392	40,670	28,277	68,947	289,340
	Marketing	11,786	6,812	136,934	10,137	165,670	33,470	4,020	37,489	203,159
	EM&V	21,379	10,284	166,767	20,260	218,690	39,493	9,348	48,841	267,531
	Total	\$ 344,348	\$ 352,217	\$ 4,335,144	\$ 307,525	\$ 5,339,234	\$ 861,507	\$ 276,854	\$ 1,138,362	\$ 6,477,596
ENERGY STAR Homes	Internal Admin	\$ 7,119	\$ 8,813	\$ 25,675	\$ 12,442	\$ 54,049	\$ 7,778	\$ 13,986	\$ 21,764	\$ 75,813
	External Admin	-	461	-	(24)	438	-	348	348	785
	Rebate/Services	65,625	73,188	396,364	154,608	689,785	220,503	80,498	301,001	990,786
	Implementation Services	6,786	27,542	58,672	22,378	115,378	10,147	55,467	65,614	180,992
	Marketing	2,634	2,860	104,957	431	110,881	8,395	-	8,395	119,276
	EM&V	5,733	2,650	50,523	4,521	63,428	12,699	4,581	17,280	80,708
	Total	\$ 87,897	\$ 115,514	\$ 636,192	\$ 194,356	\$ 1,033,959	\$ 259,522	\$ 154,880	\$ 414,401	\$ 1,448,361
HP w/ENERGY STAR	Internal Admin	\$ 20,401	\$ 27,469	\$ 47,463	\$ 42,614	\$ 137,949	\$ 5,532	\$ 14,920	\$ 20,452	\$ 158,401
	External Admin	-	4,184	16	85	4,285	-	371	371	4,657
	Rebate/Services	145,138	245,618	1,203,696	190,124	1,784,576	534,580	123,184	657,764	2,442,340
	Implementation Services	15,920	48,273	144,098	84,334	292,626	15,261	48,343	63,604	356,230
	Marketing	6,931	9,273	214,304	17,037	247,545	22,775	7,958	30,733	278,278
	EM&V	10,995	9,946	112,647	14,508	148,096	31,217	5,211	36,428	184,524
	Total	\$ 199,386	\$ 344,763	\$ 1,722,224	\$ 348,703	\$ 2,615,077	\$ 609,365	\$ 199,988	\$ 809,353	\$ 3,424,429
ENERGY STAR Products	Internal Admin	\$ 5,445	\$ 26,039	\$ 43,655	\$ 37,384	\$ 112,523	\$ 27,132	\$ 23,039	\$ 50,170	\$ 162,694
	External Admin	-	801	-	(58)	743	-	572	572	1,315
	Rebate/Services	215,335	224,562	2,581,629	409,385	3,430,910	443,753	268,463	712,215	4,143,126
	Implementation Services	11,119	68,564	62,185	43,494	185,362	22,115	19,254	41,369	226,732
	Marketing	4,855	8,115	153,389	3,627	169,985	24,981	5,592	30,573	200,559
	EM&V	9,340	7,829	85,905	12,230	115,305	27,879	7,551	35,430	150,735
	Total	\$ 246,094	\$ 335,911	\$ 2,926,764	\$ 506,061	\$ 4,014,829	\$ 545,860	\$ 324,470	\$ 870,330	\$ 4,885,159

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Expenses by Activity
Residential Programs (Continued)

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas		
Other*	Internal Admin	\$ 3,224	\$ 254	\$ 13,578	\$ 4,903	\$ 21,959	\$ 10,179	\$ 599	\$ 10,779	\$ 32,738
	External Admin	-	-	-	22	22	-	11	11	34
	Rebate/Services	110,332	-	613,200	75,348	798,880	212,701	6,081	218,782	1,017,661
	Implementation Services	3,726	-	24,098	8,179	36,002	6,592	31,489	38,081	74,083
	Marketing	1,748	-	13,835	-	15,583	3,270	-	3,270	18,853
	EM&V	17,102	3,405	29,052	6,448	56,007	7,505	795	8,299	64,306
	Total	\$ 136,132	\$ 3,659	\$ 693,762	\$ 94,901	\$ 928,453	\$ 240,246	\$ 38,975	\$ 279,221	\$ 1,207,675
Total Residential	Internal Admin	\$ 73,910	\$ 91,170	\$ 205,338	\$ 156,628	\$ 527,047	\$ 84,861	\$ 79,874	\$ 164,735	\$ 691,782
	External Admin	-	8,502	16	10	8,528	-	1,982	1,982	10,510
	Rebate/Services	777,685	815,006	8,596,493	1,045,844	11,235,027	2,125,170	685,426	2,810,596	14,045,623
	Implementation Services	69,758	176,212	443,926	159,864	849,761	94,785	182,830	277,616	1,127,376
	Marketing	27,954	27,060	623,419	31,232	709,665	92,891	17,570	110,460	820,125
	EM&V	64,550	34,113	444,894	57,968	601,525	118,793	27,486	146,279	747,804
	Total	\$ 1,013,857	\$ 1,152,063	\$ 10,314,086	\$ 1,451,546	\$ 13,931,552	\$ 2,516,500	\$ 995,167	\$ 3,511,667	\$ 17,443,219
Total %	Internal Admin	7.3%	7.9%	2.0%	10.8%	3.8%	3.4%	8.0%	4.7%	4.0%
	External Admin	0.0%	0.7%	0.0%	0.0%	0.1%	0.0%	0.2%	0.1%	0.1%
	Rebate/Services	76.7%	70.7%	83.3%	72.1%	80.6%	84.4%	68.9%	80.0%	80.5%
	Implementation Services	6.9%	15.3%	4.3%	11.0%	6.1%	3.8%	18.4%	7.9%	6.5%
	Marketing	2.8%	2.3%	6.0%	2.2%	5.1%	3.7%	1.8%	3.1%	4.7%
	EM&V	6.4%	3.0%	4.3%	4.0%	4.3%	4.7%	2.8%	4.2%	4.3%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

* Other includes company-specific programs, education, forward capacity market and loan program implementation expenses.

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Expenses by Activity
C&I and Municipal Programs

		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Large Business Energy Solutions	Internal Admin	\$ 10,583	\$ 4,281	\$ 115,623	\$ 87,076	\$ 217,563	\$ 24,962	\$ 51,632	\$ 76,594	\$ 294,157
	External Admin	-	132	-	174	306	-	1,250	1,250	1,556
	Rebate/Services	280,645	30,383	3,800,966	236,729	4,348,722	574,285	30,682	604,968	4,953,690
	Implementation Services	72,284	23,930	371,629	77,598	545,441	119,735	49,820	169,556	714,997
	Marketing	11,360	1,219	202,894	13,375	228,847	52,486	6,192	58,678	287,525
	EM&V	37,223	1,287	235,194	23,750	297,454	67,638	10,768	78,406	375,860
	Total	\$ 412,094	\$ 61,231	\$ 4,726,305	\$ 438,703	\$ 5,638,334	\$ 839,106	\$ 150,344	\$ 989,451	\$ 6,627,785
Small Business Energy Solutions	Internal Admin	\$ 9,614	\$ 11,169	\$ 63,015	\$ 63,807	\$ 147,605	\$ 13,174	\$ 31,537	\$ 44,712	\$ 192,317
	External Admin	-	344	-	(81)	262	-	699	699	961
	Rebate/Services	298,039	95,560	3,099,746	530,806	4,024,151	624,020	107,415	731,435	4,755,587
	Implementation Services	58,120	35,287	397,275	53,085	543,767	67,592	50,906	118,499	662,266
	Marketing	11,856	3,181	111,501	13,375	139,913	36,541	9,373	45,913	185,826
	EM&V	26,538	3,358	128,958	19,474	178,328	40,047	8,416	48,464	226,792
	Total	\$ 404,166	\$ 148,899	\$ 3,800,495	\$ 680,466	\$ 5,034,026	\$ 781,375	\$ 208,347	\$ 989,722	\$ 6,023,748
Municipal	Internal Admin	\$ 1,885	\$ 11,408	\$ 18,111	\$ 15,268	\$ 46,672	\$ -	\$ -	\$ -	\$ 46,672
	External Admin	-	351	-	(77)	274	-	-	-	274
	Rebate/Services	17,738	105,394	719,643	45,165	887,941	-	-	-	887,941
	Implementation Services	10,669	22,199	5,684	29,327	67,879	-	-	-	67,879
	Marketing	1,778	3,777	30,939	18	36,511	-	-	-	36,511
	EM&V	5,050	3,430	35,639	6,983	51,103	-	-	-	51,103
	Total	\$ 37,120	\$ 146,560	\$ 810,016	\$ 96,684	\$ 1,090,380	\$ -	\$ -	\$ -	\$ 1,090,380
Other*	Internal Admin	\$ 1,833	\$ 1,562	\$ 29,689	\$ 5,114	\$ 38,197	\$ 2,034	\$ 38	\$ 2,072	\$ 40,270
	External Admin	-	30	-	-	30	-	-	-	30
	Rebate/Services	18,250	9,082	446,233	10,090	483,655	17,953	4,290	22,243	505,898
	Implementation Services	5,651	1,528	41,525	-	48,704	3,271	-	3,271	51,976
	Marketing	283	276	63,894	2,194	66,647	596	2,010	2,606	69,253
	EM&V	20,685	8,235	63,866	11,061	103,847	2,783	-	2,783	106,630
	Total	\$ 46,701	\$ 20,713	\$ 645,207	\$ 28,459	\$ 741,080	\$ 26,638	\$ 6,338	\$ 32,976	\$ 774,056

* Other includes company-specific programs, education, forward capacity market and loan program implementation expenses.

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Expenses by Activity
 C&I and Municipal Program Total and Grand Total (Residential, C&I and Municipal)

		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Total C&I and Municipal	Internal Admin	\$ 23,914	\$ 28,419	\$ 226,439	\$ 171,265	\$ 450,037	\$ 40,170	\$ 83,208	\$ 123,378	\$ 573,415
	External Admin	-	856	-	16	872	-	1,948	1,948	2,821
	Rebate/Services	614,672	240,420	8,066,588	822,791	9,744,470	1,216,259	142,388	1,358,646	11,103,116
	Implementation Services	146,724	82,944	816,114	160,010	1,205,791	190,599	100,727	291,326	1,497,117
	Marketing	25,277	8,453	409,227	28,962	471,918	89,622	17,575	107,197	579,115
	EM&V	89,495	16,311	463,657	61,268	630,731	110,469	19,184	129,653	760,384
	Total	\$ 900,082	\$ 377,403	\$ 9,982,024	\$ 1,244,311	\$ 12,503,820	\$ 1,647,119	\$ 365,029	\$ 2,012,148	\$ 14,515,968
Total C&I and Municipal %	Internal Admin	2.7%	7.5%	2.3%	13.8%	3.6%	2.4%	22.8%	6.1%	4.0%
	External Admin	0.0%	0.2%	0.0%	0.0%	0.0%	0.0%	0.5%	0.1%	0.0%
	Rebate/Services	68.3%	63.7%	80.8%	66.1%	77.9%	73.8%	39.0%	67.5%	76.5%
	Implementation Services	16.3%	22.0%	8.2%	12.9%	9.6%	11.6%	27.6%	14.5%	10.3%
	Marketing	2.8%	2.2%	4.1%	2.3%	3.8%	5.4%	4.8%	5.3%	4.0%
	EM&V	9.9%	4.3%	4.6%	4.9%	5.0%	6.7%	5.3%	6.4%	5.2%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Grand Total (Residential, C&I and Municipal)	Internal Admin	\$ 97,824	\$ 119,589	\$ 431,777	\$ 327,893	\$ 977,084	\$ 125,032	\$ 163,081	\$ 288,113	\$ 1,265,197
	External Admin	-	9,358	16	26	9,400	-	3,930	3,930	13,331
	Rebate/Services	1,392,356	1,055,426	16,663,080	1,868,635	20,979,497	3,341,429	827,813	4,169,242	25,148,739
	Implementation Services	216,482	259,156	1,260,040	319,874	2,055,552	285,384	283,557	568,941	2,624,493
	Marketing	53,231	35,512	1,032,646	60,193	1,181,583	182,513	35,144	217,657	1,399,240
	EM&V	154,045	50,424	908,550	119,236	1,232,256	229,261	46,670	275,932	1,508,187
	Total	\$ 1,913,939	\$ 1,529,466	\$ 20,296,110	\$ 2,695,857	\$ 26,435,372	\$ 4,163,619	\$ 1,360,197	\$ 5,523,815	\$ 31,959,186
Grand Total % (Residential, C&I and Municipal)	Internal Admin	5.1%	7.8%	2.1%	12.2%	3.7%	3.0%	12.0%	5.2%	4.0%
	External Admin	0.0%	0.6%	0.0%	0.0%	0.0%	0.0%	0.3%	0.1%	0.0%
	Rebate/Services	72.7%	69.0%	82.1%	69.3%	79.4%	80.3%	60.9%	75.5%	78.7%
	Implementation Services	11.3%	16.9%	6.2%	11.9%	7.8%	6.9%	20.8%	10.3%	8.2%
	Marketing	2.8%	2.3%	5.1%	2.2%	4.5%	4.4%	2.6%	3.9%	4.4%
	EM&V	8.0%	3.3%	4.5%	4.4%	4.7%	5.5%	3.4%	5.0%	4.7%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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Evaluation, Monitoring and Verification (EM&V)

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas		
Program Expenses	Budget	\$ 260,878	\$ 134,707	\$ 1,732,353	\$ 279,647	\$ 2,407,586	\$ 385,395	\$ 109,652	\$ 495,047	\$ 2,902,633
	Actual	\$ 154,045	\$ 50,424	\$ 908,550	\$ 119,236	\$ 1,232,256	\$ 229,261	\$ 46,670	\$ 275,932	\$ 1,508,187
	Percent	59%	37%	52%	43%	51%	59%	43%	56%	52%

Notes:

- (1) The Evaluation, Monitoring and Verification budget is based on 5% of the annual Statewide Energy Efficiency Program budget.
(2) The actual EM&V expenses for each program are included in the expense totals reported for each program.

Status of EM&V Studies:

	Est. Cost	Vendor	Status
Treat/Otter Auditing/Tracking Software	\$150,000	PSD	Annual cost billed monthly
NEEP/CEE Regional/National M&E:	\$100,000	NEEP	Ongoing
- EM&V 2.0 - Advanced Data Collection & Data Analytics		NEEP	Ongoing thru 2019
Small Business Lighting - Impact Evaluation	\$180,000	DNV-GL	Completed: Q2 2018
NE Avoided Energy Supply Cost Study (2018)	\$58,338	Synapse Energy Economics, Inc.	Completed: Q2 2018
Energy Star Products RFP	\$245,660	The Cadmus Group LLC	Completed: Q3 2018
Home Energy Assistance Impact, Process, and Low-Income NEI Evaluation	\$284,737	Opinion Dynamics Corporation	ECD: Q4 2019
Home Performance with Energy Star Impact and Process Evaluation	\$247,718	Opinion Dynamics Corporation	ECD: Q4 2019
Non-Lighting Impact and Process Evaluation for Multiple C&I Programs	\$393,720	Cadmus	Completed: Q4 2019
Crosscutting Non-Energy Impacts Study	\$130,000	DNV-GL	ECD: Q1 2020
Energy Efficiency Market Assessment	\$274,655	Navigant	Completed Q1 2019
Cost-Effectiveness Review (joint with Benefit-Cost Working Group)	\$88,700	Synapse Energy Economics, Inc.	Completed: Q3 2019
Energy Optimization Review (joint with Benefit-Cost Working Group)	\$77,890	Navigant	Completed: Q3 2019
	NH cost is TBD, est.		ECD for report
C&I Demand Response Pilot Evaluation	approx. \$20,000 of the \$387,000 total for MA, CT & NH	ERS	on Summer DR program: Q1 2020
Energy Efficiency Potential Study	\$880,000	Dunsky	ECD: Q2 2020
Bill & Rate Impacts Analysis	\$97,000	Synapse Energy Economics, Inc.	ECD: Q2 2020

Evaluations available at: http://www.puc.state.nh.us/Electric/Monitoring%20and%20Evaluation%20Reports/Monitoring_Evaluation_Report_List.htm

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On - Bill Financing (OBF)

Description	Electric Utilities				Gas Utilities		
	Liberty Utilities	NHEC	Eversource	Unitil	LU Gas	Unitil Gas	
Amount Available to Loan							
On - Bill Financing ¹	\$ 453,000	\$ 296,106	\$ 690,000	\$ 1,175,250	\$ 875,000	\$ 83,000	
Less: Loans	543,145	623,325	1,521,449	1,379,217	3,861	7,766	
Plus: Loan Payments Received	413,296	555,558	1,374,882	1,085,382	-	587	
Less Bad Debt (\$ Written Off)	21,655	-	-	75,622	-	-	
Current Balance	301,496	228,338	543,433	805,794	871,139	75,821	
Less: Loans in Process	-	47,660	-	-	-	35,000	
Less: Potential Loans	-	-	20,000	-	-	-	
Amount Available to Loan	\$ 301,496	\$ 180,678	\$ 523,433	\$ 805,794	\$ 871,139	\$ 40,821	
Maximum Loans and Maximum Term							
Residential	Maximum Loan Maximum Term	\$ 2,000 2 years	\$ 4,000 4 years	\$ 2,000 2 years	\$ 4,000 4 years	\$ 7,500 4 years	\$ 7,500 4 years
Municipal and C&I ²	Maximum Loan Maximum Term	\$ 50,000 10 years	\$ - Smart Start	\$ 20,000 N/A	\$ 50,000 10 years	\$ 50,000 5 years	\$ 50,000 5 years
Year-to-date Project Financing Information							
Residential	No. of Projects Financed Average Loan Amount	- N/A	11 \$ 2,431	21 \$ 1,858	9 \$ 3,260	1 \$ 3,861	3 \$ 2,589
Municipal and C&I ²	No. of Projects Financed Average Loan Amount	1 30,846	- N/A	- N/A	- N/A	- N/A	- N/A

Notes:

(1) Includes funds from a RGGI-funded grant awarded to the Electric Utilities in 2009 and Statewide Energy Efficiency Program funds.

(2) Not applicable to the NHEC. Utilize SmartStart Loan Program.

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Smart Start Program

Description	NHEC	Eversource
Year-to-Date Amount Available to Loan		
Loan Fund Balance ¹	\$ 713,199	\$ 517,820
Less: Year-to-Date Loans	30,925	457,673
Plus: Loan Repayments (excluding reserve for bad debt)	65,570	739,323
Current Balance	\$ 747,844	\$ 799,470
Less: Loans in Process	30,925	50,884
Less: Potential Loans	-	770,941
Less: Future Committed Loans	-	1,892,269
Add: Anticipated Loan Repayments Thru Year End	-	206,894
Amount Available to Loan	\$ 716,919	\$ (1,707,730)
Year-to-Date Reserve for Bad Debt (Uncollectibles)		
Initial Balance ¹	Not Applicable	\$ 43,749
Plus: Bad Debt Collections ²	-	36,966
Less: Bad Debt Charges	-	-
Ending Balance	\$ -	\$ 80,715
Year-to-date Administrative and Implementation Expenses ³	\$ 948	\$ 16,456
Year-to-date Payments to Contractors Supporting Customer Projects	\$ 30,925	\$ 457,673
Year-to-date Performance Incentive ⁴	Not Applicable	\$ 44,359
Year-to-date Project Financing Information		
Municipal and C&I ⁵		
No. of Projects Financed	1	7
Total Loan Amount	\$ 30,925	\$ 457,673
Average Loan Amount	\$ 30,925	\$ 65,382
Lifetime kWh Savings ⁶	679,991	7,427,498
Lifetime MMBTU Savings ⁶	-	-
Lifetime kWh Savings ⁷	-	-
Lifetime MMBTU Savings ⁷	-	-
Lifetime Electric Bill Savings	\$ 101,999	\$ 93,567

Notes:

- (1) As of January 1, 2018.
- (2) 5% of the loan amount is reserved for uncollectibles.
- (3) Eversource's Annual Budget: \$52,000 (see page 16).
- (4) The performance incentive is based on 6% of the loan repayments.
- (5) C&I not applicable to Eversource; Municipal only.
- (6) Also reported in the applicable C&I program report.
- (7) Incremental savings also reported on Company Specific Programs (see page 15)

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Residential Third Party Financing Option
Funded Through the Statewide Programs

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Amount Available for Interest Rate Buy-Downs									
Budget	\$ 5,791	\$ 15,000	\$ 31,188	\$ 4,000	\$ 55,979	\$ 7,964	\$ 3,500	\$ 11,464	\$ 67,443
Less: Interest Rate Buy-Downs Paid	\$ 2,096	\$ 3,236	\$ 20,450	\$ 467	\$ 26,248	\$ -	\$ 2,817	\$ 2,817	\$ 29,065
Remaining Budget	\$ 3,695	\$ 11,764	\$ 10,738	\$ 3,533	\$ 29,730	\$ 7,964	\$ 683	\$ 8,647	\$ 38,378
Less: Potential Interest Rate Buy-Downs ¹	\$ 2,250	\$ 5,261	\$ 7,973	\$ -	\$ 15,484	\$ 85	\$ -	\$ 85	\$ 15,569
Amount Available for Interest Rate Buy-Downs	\$ 1,445	\$ 6,503	\$ 2,766	\$ 3,533	\$ 14,247	\$ 7,879	\$ 683	\$ 8,562	\$ 22,809
Year-to-date Project Loan Information									
No. of Projects Financed	6	2	24	1	33	-	3	3	36
Total Project Cost ²	\$ 55,266	\$ 32,481	\$ 293,268	\$ 8,405	\$ 389,420	\$ -	\$ 26,400	\$ 26,400	\$ 415,820
Average Project Cost ²	\$ 9,211	\$ 16,240	\$ 12,220	\$ 8,405	\$ 11,801	\$ -	\$ 8,800	\$ 8,800	\$ 11,551
Total Loan Amount	\$ 31,085	\$ 25,031	\$ 181,839	\$ 4,977	\$ 242,932	\$ -	\$ 24,200	\$ 24,200	\$ 267,132
Average Loan Amount	\$ 5,181	\$ 12,516	\$ 7,577	\$ 4,977	\$ 7,362	\$ -	\$ 8,067	\$ 8,067	\$ 7,420
Average Loan Term (years)	35.0	78.0	4.5	4.0	14.5	-	5.0	5.0	13.7
Total Interest Rate Buy-Down Amount	\$ 2,096	\$ 3,236	\$ 20,450	\$ 467	\$ 26,248	\$ -	\$ 2,817	\$ 2,817	\$ 29,065
Average Interest Rate Buy-Down Amount	\$ 349	\$ 1,618	\$ 852	\$ 466.98	\$ 795	\$ -	\$ 939	\$ 939	\$ 807
Average Gross Interest Rate	6.33%	6.49%	6.58%	0.06	6.52%	-	6.16%	6.16%	6.49%
Average Customer Interest Rate	2.00%	2.00%	2.00%	2.00%	2.00%	-	2.00%	2.00%	2.00%
Average Sq. Footage of Home (HPWES Projects)	1,729	2,058	1,907	3,500	1,932	-	700	700	1,829
Total Estimated Annual Space Heating Energy Savings (MMBtu) ³	256	153	968	-	1,377	-	-	-	1,377
Average Estimated Annual Space Heating Energy Savings (MMBtu)	43	77	40	-	42	-	42	-	38
No. of Loan Write-offs	-	-	-	-	-	-	-	-	-
Total Loan Write-off Amount	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Pre-paid Interest Rate Buy-Down Amount Associated with Loan Write-off	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Notes:

(1) Includes utility and customer costs.

(2) Also reported in the applicable Residential program reports. Includes space heating savings associated with all fuel sources.

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Electric Programs
Actual Participants Served, Program Expenses, Lifetime kWh and MMBtu Savings

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	91	884,828	35	393,919	763	8,918,253	24	348,212	913	10,545,211
Expenses / Lifetime MMBtu Savings	\$344,348	12,307	\$352,217	20,249	\$4,335,144	250,993	\$307,525	14,712	\$5,339,234	298,261
Home Performance w/ENERGY STAR										
Number of Rebates / Lifetime kWh Savings	33	974,010	90	1,733,487	475	7,922,538	61	791,172	659	11,421,207
Expenses / Lifetime MMBtu Savings	\$199,386	23,596	\$344,763	47,599	\$1,722,224	248,376	\$348,703	43,669	\$2,615,077	363,239
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	18	1,358,938	15	750,883	264	15,041,746	35	1,353,436	332	18,505,002
Expenses / Lifetime MMBtu Savings	\$87,897	28,919	\$115,514	16,586	\$636,192	288,415	\$194,356	6,207	\$1,033,959	340,127
ENERGY STAR Products										
Number of Rebates / Lifetime kWh Savings	14,595	7,569,309	30,117	10,824,619	154,678	82,281,505	24,812	11,934,998	224,202	112,610,430
Expenses / Lifetime MMBtu Savings	\$246,094	2,052	\$335,911	1,345	\$2,926,764	7,994	\$506,061	3,850	\$4,014,829	15,242
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	8	12,985,910	2	1,805,895	263	262,043,111	10	20,384,429	283	297,219,345
Expenses / Lifetime MMBtu Savings	\$412,094	0	\$61,231	0	\$4,726,305	0	\$438,703	0	\$5,638,334	0
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	38	10,146,434	27	5,791,518	439	142,320,734	70	26,382,805	574	184,641,490
Expenses / Lifetime MMBtu Savings	\$404,166	0	\$148,899	0	\$3,800,495	0	\$680,466	0	\$5,034,026	0
Municipal Program										
Number of Participants / Lifetime kWh Savings	2	76,048	12	3,098,178	81	26,722,355	7	2,352,271	102	32,248,851
Expenses / Lifetime MMBtu Savings	\$37,120	0	\$146,560	0	\$810,016	83,649	\$96,684	0	\$1,090,380	83,649
Educational Programs										
Expenses	\$27,239		\$11,228		\$186,942		\$12,284		\$237,693	
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	12,000	2,431,651	0	0	80,141	27,767,698	24,900	3,903,000	117,041	34,102,349
Expenses / Lifetime MMBtu Savings	\$155,595	0	\$12,196	0	\$1,133,686	0	\$111,075	0	\$1,412,551	0
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$948		\$18,341		\$0		\$19,289	
Total Program Expenses	\$1,913,939		\$1,529,466		\$20,296,110		\$2,695,857		\$26,435,372	

3rd Quarter Report
January 2019 - September 2019
Electric Programs

Actual Participants Served, Program Expenses, Lifetime kWh and MMBtu Savings

(System Benefits Charge, Forward Capacity Market and Interest Funds Only) *

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	82	792,915	31	347,826	686	8,022,539	22	313,910	820	9,477,190
Expenses / Lifetime MMBtu Savings	\$308,578	11,029	\$311,004	17,879	\$3,899,740	225,784	\$277,231	13,263	\$4,796,553	267,955
Home Performance w/ENERGY STAR										
Number of Rebates / Lifetime kWh Savings	33	974,010	90	1,733,487	475	7,922,538	61	791,172	644	11,806,135
Expenses / Lifetime MMBtu Savings	\$199,386	23,596	\$344,763	47,599	\$1,722,224	248,376	\$348,703	43,669	\$2,615,077	368,563
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	18	1,358,938	15	750,883	264	15,041,746	35	1,353,436	332	18,505,002
Expenses / Lifetime MMBtu Savings	\$87,897	28,919	\$115,514	16,586	\$636,192	288,415	\$194,356	6,207	\$1,033,959	340,127
ENERGY STAR Products										
Number of Rebates / Lifetime kWh Savings	14,595	7,569,309	30,117	10,824,619	154,678	82,281,505	24,812	11,934,998	209,614	118,027,031
Expenses / Lifetime MMBtu Savings	\$246,094	2,052	\$335,911	1,345	\$2,926,764	7,994	\$506,061	3,850	\$4,014,829	13,190
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	8	12,985,910	2	1,805,895	263	262,043,111	10	20,384,429	313	294,379,869
Expenses / Lifetime MMBtu Savings	\$412,094	0	\$61,231	0	\$4,726,305	0	\$438,703	0	\$5,638,334	0
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	38	10,146,434	27	5,791,518	439	142,320,734	70	26,382,805	574	184,641,490
Expenses / Lifetime MMBtu Savings	\$404,166	0	\$148,899	0	\$3,800,495	0	\$680,466	0	\$5,034,026	0
Municipal Program										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
Educational Programs										
Expenses	\$27,239		\$11,228		\$186,942		\$12,284		\$237,693	
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	12,000	2,431,651	0	0	80,141	27,767,698	24,900	3,903,000	117,041	34,102,349
Expenses / Lifetime MMBtu Savings	\$155,595	0	\$12,196	0	\$1,133,686	0	\$111,075	0	\$1,412,551	0
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$948		\$18,341		\$0		\$19,289	
Total Program Expenses	\$1,841,049		\$1,341,693		\$19,050,689		\$2,568,880		\$24,802,311	

*Allocation is based on actual RGGI proceeds apportioned to the HEA and Municipal Programs. Municipal Programs include carryovers.

**3rd Quarter Report
 January 2019 - September 2019
 Electric Programs**

Actual Participants Served, Program Expenses, Lifetime kWh and MMBtu Savings

(Energy Efficiency Fund Only - Regional Greenhouse Gas Initiative) *

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	9	91,913	4	46,093	77	895,714	2	34,302	93	1,068,022
Expenses / Lifetime MMBtu Savings	\$35,770	1,278	\$41,213	2,369	\$435,405	25,209	\$30,294	1,449	\$542,682	30,306
Municipal Program										
Number of Participants / Lifetime kWh Savings	2	76,048	12	3,098,178	81	26,722,355	7	2,352,271	102	32,248,851
Expenses / Lifetime MMBtu Savings	\$37,120	0	\$146,560	0	\$810,016	83,649	\$96,684	0	\$1,090,380	83,649
Total Program Expenses	\$72,890		\$187,773		\$1,245,421		\$126,978		\$1,633,061	

*Allocation is based on actual RGGI proceeds apportioned to the HEA and Municipal Programs. Municipal Programs include carryovers.

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 January 2019 - September 2019

Gas Programs
 Actual Participants Served, Program Expenses, Lifetime kWh and MMBtu Savings

	LU-Gas		Unitil-Gas		Total	
Home Energy Assistance						
Number of Units	280		69		349	
Expenses / Lifetime MMBtu Savings	\$861,507	116,577	\$276,854	48,038	\$1,138,362	164,614
Home Performance w/ENERGY STAR						
Number of Units	449		48		497	
Expenses / Lifetime MMBtu Savings	\$609,365	148,930	\$199,988	32,320	\$809,353	181,250
ENERGY STAR Homes						
Number of Homes	92		53		145	
Expenses / Lifetime MMBtu Savings	\$259,522	66,803	\$154,880	43,364	\$414,401	110,166
ENERGY STAR Products						
Number of Rebates	1,083		717		1,800	
Expenses / Lifetime MMBtu Savings	\$545,860	141,673	\$324,470	130,784	\$870,330	272,456
Large Business Energy Solutions						
Number of Participants	30		12		42	
Expenses / Lifetime MMBtu Savings	\$839,106	392,252	\$150,344	21,266	\$989,451	413,517
Small Business Energy Solutions						
Number of Participants	701		548		1,249	
Expenses / Lifetime MMBtu Savings	\$781,375	246,099	\$208,347	75,593	\$989,722	321,692
Educational Programs						
Expenses	\$26,638		\$6,338		\$32,976	
Company Specific Programs / FCM Expenses						
Number of Participants	38,000		24,900		62,900	
Expenses / Lifetime MMBtu Savings	\$240,246	18,433	\$38,975	0	\$279,221	18,433
Total Program Expenses	\$4,163,619		\$1,360,197		\$5,523,815	

**3rd Quarter Report
 January 2019 - September 2019**

**Program Results
 Demand Reduction Program**

Description		Electric Utilities		Grand Total
		Eversource	Unitil	
Program Expenses	Budget	\$ 250,000	\$ 90,000	\$ 340,000
	Actual	\$ 23,842	\$ 1,000	\$ 24,842
	Percent	10%	1%	7%
Program Participation	Goal	75	7	82
	Actual	40	4	44
	Percent	53%	57%	54%
Summer kW Savings	Goal	5,000	1,800	6,800
	Actual Enrolled	5,875	1,600	7,475
	Preliminary Avg Saved YTD	5,882	1,300	
	Percent (Avg / Goal)	118%	89%	110%

Events Called, Preliminary Savings

Date	From	To	Eversource	Unitil	Total
07/19/2019	4:00 PM	7:00 PM	4,948.9		4,948.9
07/20/2019*	4:00 PM	7:00 PM	3,100.0		3,100.0
07/30/2019	3:00 PM	6:00 PM	5,499.8	1,300.0	6,799.8
08/19/2019	4:00 PM	7:00 PM	7,196.0		7,196.0

* This event was called on Saturday, July 20, 2019 and was an extraordinary, voluntary event. Customers were not penalized for non-participation in this event