

**Program Cost-Effectiveness - 2019 Actual**

	<b>Total Resource Benefit / Cost Ratio</b>	<b>Benefit (\$000)</b>	<b>Utility Costs (\$000)</b>	<b>Customer Costs (\$000)</b>	<b>Annual MWh Savings</b>	<b>Lifetime MWh Savings</b>	<b>Winter kW Savings</b>	<b>Summer kW Savings</b>	<b>Number of Customers Served</b>	<b>Annual MMBTU Savings</b>	<b>Lifetime MMBTU Savings</b>
<b>Residential Programs</b>											
Home Energy Assistance	1.21	8,855.5	7,295.4	-	1,371.331	17,245.196	322.0	145.7	1,220	18,300.7	397,936.5
Energy Star Homes	6.43	11,487.3	1,259.2	528.0	894.233	19,612.979	110.3	197.3	402	14,295.7	356,991.8
Home Performance with Energy Star	2.06	9,742.1	2,869.8	1,870.6	736.533	12,816.238	75.6	151.4	1,224	18,665.7	396,526.3
Energy Star Products	2.25	12,946.5	4,148.9	1,611.8	14,715.501	104,823.377	3,962.2	1,800.5	199,274	6,681.9	99,037.5
Home Energy Reports	1.49	1,078.5	722.3	-	4,420.562	12,124.554	504.6	368.4	79,120	-	-
Res Customer Engagement Platform		-	193.1	-	-	-	-	-	-	-	-
ISO-NE Forward Capacity Market Expenses		-	12.5	-	-	-	-	-	-	-	-
<b>Sub-Total Residential</b>	<b>2.15</b>	<b>44,110.0</b>	<b>16,501.3</b>	<b>4,010.4</b>	<b>22,138.159</b>	<b>166,622.345</b>	<b>4,974.7</b>	<b>2,663.3</b>	<b>281,240</b>	<b>57,944.0</b>	<b>1,250,492.1</b>
<b>Commercial, Industrial &amp; Municipal</b>											
Large Business Energy Solutions	2.45	46,427.1	9,179.3	9,740.4	40,199.700	527,741.168	4,586.3	4,495.1	493	-	-
Small Business Energy Solutions	2.02	30,363.1	6,674.6	8,352.2	23,655.091	309,379.852	3,188.4	3,653.7	753	-	-
Municipal Energy Solutions	1.10	4,882.8	1,304.5	3,134.9	3,365.248	44,033.687	367.0	421.9	127	3,083.4	46,251.0
C&I Customer Partnerships		-	17.2	-	-	-	-	-	-	-	-
Energy Rewards RFP Program	3.69	3,511.5	528.2	423.7	3,625.832	42,201.712	238.7	349.4	8	-	-
C&I Customer Engagement Platform		-	289.9	-	-	-	-	-	-	-	-
Education		-	277.5	-	-	-	-	-	-	-	-
ISO Forward Capacity Market Expenses		-	29.3	-	-	-	-	-	-	-	-
Large Business DR Initiative		-	332.1	-	-	-	-	-	-	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>2.11</b>	<b>85,184.5</b>	<b>18,632.5</b>	<b>21,651.2</b>	<b>70,845.870</b>	<b>923,356.419</b>	<b>8,380.4</b>	<b>8,920.0</b>	<b>1,381</b>	<b>3,083.4</b>	<b>46,251.0</b>
Smart Start		-	24.5	-	-	-	-	-	-	-	-
<b>Total</b>	<b>2.13</b>	<b>129,294.4</b>	<b>35,158.2</b>	<b>25,661.6</b>	<b>92,984.030</b>	<b>1,089,978.764</b>	<b>13,355.1</b>	<b>11,583.3</b>	<b>282,621</b>	<b>61,027.4</b>	<b>1,296,743.1</b>

Note: a 10% NEI adder is applied to total benefits, and an additional 10% NEI adder is applied to total benefits of the Home Energy Assistance program, excluding water.  
 Note: The Large Business Demand Reduction Initiative will focus on enrolling 5 MW of Demand Reduction at ISO-NE peak periods.

<b>Annual kWh Savings</b>	92,984,030	83.9%	<b>kWh &gt; 55%</b>	<b>Lifetime kWh Savings</b>	1,089,978,764	74.1%	<b>kWh &gt; 55%</b>
<b>Annual MMBTU Savings (in kWh)</b>	<u>17,885,367</u>	<u>16.1%</u>		<b>Lifetime MMBTU Savings (in kWh)</b>	<u>380,037,906</u>	<u>25.9%</u>	
	<b>110,869,396</b>	100.0%			<b>1,470,016,670</b>	100.0%	

**Program Cost-Effectiveness - 2019 PLAN**

	Total Resource Benefit / Cost Ratio	Benefit (\$000)	Utility Costs (\$000)	Customer Costs (\$000)	Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served	Annual MMBTU Savings	Lifetime MMBTU Savings
<b>Residential Programs</b>											
Home Energy Assistance	1.72	10,341.9	6,015.1	-	845.6	11,398.4	85.7	116.7	865	21,015.5	438,474.7
Energy Star Homes	2.70	8,351.1	2,060.1	1,033.8	989.4	21,530.6	114.5	222.8	840	11,505.2	270,551.3
Home Performance with Energy Star	2.17	14,947.7	3,808.3	3,081.1	587.9	8,769.1	82.2	102.7	1,067	31,408.4	628,921.2
Energy Star Products	1.85	8,871.9	3,502.8	1,280.0	8,177.7	64,598.4	2,403.3	1,198.3	109,066	2,709.0	39,246.5
Home Energy Reports	1.75	1,447.7	829.6	-	5,933.6	16,274.5	677.4	494.5	105,000	-	-
Res Customer Engagement Platform		-	211.9	-	-	-	-	-	-	-	-
ISO-NE Forward Capacity Market Expenses		-	48.0	-	-	-	-	-	-	-	-
<b>Sub-Total Residential</b>	<b>2.01</b>	<b>43,960.2</b>	<b>16,475.8</b>	<b>5,394.9</b>	<b>16,534.2</b>	<b>122,571.0</b>	<b>3,363.1</b>	<b>2,135.0</b>	<b>216,838</b>	<b>66,638.1</b>	<b>1,377,193.7</b>
<b>Commercial, Industrial &amp; Municipal</b>											
Large Business Energy Solutions	2.14	52,639.8	9,277.3	15,368.8	45,645.0	614,073.2	6,189.7	4,740.3	594	-	-
Small Business Energy Solutions	1.56	18,006.4	5,056.2	6,499.5	15,162.5	200,792.6	1,778.6	1,791.8	753	-	-
Municipal Energy Solutions	1.18	4,520.6	1,453.2	2,383.9	3,599.5	50,768.5	670.6	172.1	55	3,434.8	51,522.6
C&I Customer Partnerships		-	25.4	-	-	-	-	-	-	-	-
Energy Rewards RFP Program	1.72	5,326.5	1,195.6	1,906.2	4,205.4	51,840.7	568.1	714.3	44	-	-
C&I Customer Engagement Platform		-	317.8	-	-	-	-	-	-	-	-
Education		-	429.5	-	-	-	-	-	-	-	-
ISO Forward Capacity Market Expenses		-	112.0	-	-	-	-	-	-	-	-
Large Business DR Initiative		-	250.0	-	-	-	-	-	75	-	-
<b>Sub-Total Commercial &amp; Industrial</b>	<b>1.82</b>	<b>80,493.2</b>	<b>18,116.9</b>	<b>26,158.4</b>	<b>68,612.5</b>	<b>917,474.9</b>	<b>9,207.0</b>	<b>7,418.5</b>	<b>1,521</b>	<b>3,434.8</b>	<b>51,522.6</b>
Smart Start		-	52.0	-	-	-	-	-	-	-	-
<b>Total</b>	<b>1.88</b>	<b>124,453.4</b>	<b>34,644.7</b>	<b>31,553.2</b>	<b>85,146.7</b>	<b>1,040,045.9</b>	<b>12,570.1</b>	<b>9,553.4</b>	<b>218,359</b>	<b>70,073.0</b>	<b>1,428,716.3</b>

Note: a 10% NEI adder is applied to total benefits, and an additional 10% NEI adder is applied to total benefits of the Home Energy Assistance program, excluding water.  
 Note: The Large Business Demand Reduction Initiative will focus on enrolling 5 MW of Demand Reduction at ISO-NE peak periods.

<b>Annual kWh Savings</b>	85,146,651	80.6%	<b>kWh &gt; 55%</b>	<b>Lifetime kWh Savings</b>	1,040,045,911	100.0%	<b>kWh &gt; 55%</b>
<b>Annual MMBTU Savings (in kWh)</b>	20,536,364	19.4%		<b>Lifetime MMBTU Savings (in kWh)</b>	4,875	0.0%	
	<b>105,683,015</b>	100.0%			<b>1,040,050,786</b>	100.0%	

Present Value Benefits - 2019 Actual

	CAPACITY					ENERGY					Electric DRIPE	Total Electric Benefit	Gas Benefit	Gas DRIPE	Total Gas Benefit	Other Fuels	Fossil Emissions	Water Benefit	Other Non-Resource Benefit
	Total Benefits (\$000)	Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak										
<b>Residential Programs</b>																			
Home Energy Assistance	\$ 8,855	\$ 129	\$ -	\$ 165	\$ 146	\$ 343	\$ 366	\$ 97	\$ 100	\$ 69	\$ 1,414	\$ 1,077	\$ 33	\$ 1,111	\$ 4,487	\$ 441	\$ -	\$ -	\$ 1,402.49
Energy Star Homes	\$ 11,487	\$ 286	\$ -	\$ 314	\$ 278	\$ 294	\$ 374	\$ 123	\$ 154	\$ 80	\$ 1,902	\$ 188	\$ 5	\$ 194	\$ 7,947	\$ 417	\$ 23	\$ 1,004.30	
Home Performance with Energy Star	\$ 9,742	\$ 182	\$ -	\$ 212	\$ 188	\$ 201	\$ 254	\$ 79	\$ 99	\$ 63	\$ 1,279	\$ 218	\$ 7	\$ 224	\$ 6,967	\$ 424	\$ -	\$ 847.08	
Energy Star Products	\$ 12,947	\$ 675	\$ -	\$ 1,138	\$ 1,007	\$ 2,437	\$ 1,700	\$ 1,025	\$ 648	\$ 464	\$ 9,093	\$ 189	\$ 7	\$ 196	\$ 1,481	\$ 102	\$ 998	\$ 1,077.04	
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Home Energy Reports	\$ 1,079	\$ 42	\$ -	\$ 90	\$ 80	\$ 289	\$ 245	\$ 99	\$ 88	\$ 47	\$ 980	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 98.05	
Res Customer Engagement Platform	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
ISO-NE Forward Capacity Market Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Sub-Total Residential</b>	<b>\$ 44,110</b>	<b>\$ 1,313</b>	<b>\$ -</b>	<b>\$ 1,919</b>	<b>\$ 1,699</b>	<b>\$ 3,565</b>	<b>\$ 2,939</b>	<b>\$ 1,424</b>	<b>\$ 1,088</b>	<b>\$ 723</b>	<b>\$ 14,670</b>	<b>\$ 1,672</b>	<b>\$ 53</b>	<b>\$ 1,725</b>	<b>\$ 20,883</b>	<b>\$ 1,383</b>	<b>\$ 1,021</b>	<b>\$ 4,429</b>	
<b>Commercial/Industrial Programs</b>																			
Large Business Energy Solutions	\$ 46,427	\$ 3,428	\$ -	\$ 4,637	\$ 4,106	\$ 10,616	\$ 9,526	\$ 4,272	\$ 3,427	\$ 2,194	\$ 42,206	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,220.64	
Small Business Energy Solutions	\$ 30,363	\$ 2,681	\$ -	\$ 3,675	\$ 3,254	\$ 6,591	\$ 5,074	\$ 2,719	\$ 1,981	\$ 1,627	\$ 27,603	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,760.28	
Municipal Energy Solutions	\$ 4,883	\$ 324	\$ -	\$ 437	\$ 387	\$ 903	\$ 739	\$ 382	\$ 295	\$ 202	\$ 3,669	\$ -	\$ -	\$ -	\$ 722	\$ 53	\$ -	\$ 439.11	
C&I Customer Partnerships	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Energy Rewards RFP Program	\$ 3,511	\$ 224	\$ -	\$ 315	\$ 279	\$ 795	\$ 723	\$ 381	\$ 319	\$ 156	\$ 3,192	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 319.23	
C&I Customer Engagement Platform	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Large Business DR Initiative	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Sub-Total Commercial &amp; Industrial</b>	<b>\$ 85,184</b>	<b>\$ 6,657</b>	<b>\$ -</b>	<b>\$ 9,065</b>	<b>\$ 8,027</b>	<b>\$ 18,904</b>	<b>\$ 16,062</b>	<b>\$ 7,755</b>	<b>\$ 6,022</b>	<b>\$ 4,179</b>	<b>\$ 76,670</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 722</b>	<b>\$ 53</b>	<b>\$ -</b>	<b>\$ 7,739</b>	
Smart Start	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Total</b>	<b>\$ 129,294</b>	<b>\$ 7,970</b>	<b>\$ -</b>	<b>\$ 10,984</b>	<b>\$ 9,726</b>	<b>\$ 22,469</b>	<b>\$ 19,001</b>	<b>\$ 9,179</b>	<b>\$ 7,110</b>	<b>\$ 4,902</b>	<b>\$ 91,340</b>	<b>\$ 1,672</b>	<b>\$ 53</b>	<b>\$ 1,725</b>	<b>\$ 21,605</b>	<b>\$ 1,436</b>	<b>\$ 1,021</b>	<b>\$ 12,168</b>	

Present Value Benefits - 2019 PLAN

	CAPACITY				ENERGY							Total Electric Benefit	Gas Benefit	Gas DRIPE	Total Gas Benefit	Other Fuels	Fossil Emissions	Water Benefit	Other Non-Resource Benefit
	Total Benefits (\$000)	Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	Electric DRIPE									
<b>Residential Programs</b>																			
Home Energy Assistance	\$ 10,342	\$ 125	\$ -	\$ 150	\$ 133	\$ 200	\$ 220	\$ 78	\$ 84	\$ 52	\$ 1,042	\$ 515	\$ 16	\$ 531	\$ 6,642	\$ 484	\$ -	\$ 1,643.02	
Energy Star Homes	\$ 8,351	\$ 316	\$ -	\$ 350	\$ 310	\$ 322	\$ 415	\$ 133	\$ 169	\$ 92	\$ 2,106	\$ 553	\$ 16	\$ 569	\$ 4,629	\$ 294	\$ 23	\$ 730.38	
Home Performance with Energy Star	\$ 14,948	\$ 110	\$ -	\$ 132	\$ 117	\$ 148	\$ 173	\$ 56	\$ 64	\$ 42	\$ 842	\$ -	\$ -	\$ -	\$ 12,122	\$ 686	\$ -	\$ 1,296.49	
Energy Star Products	\$ 8,872	\$ 646	\$ -	\$ 946	\$ 838	\$ 1,474	\$ 1,074	\$ 604	\$ 388	\$ 348	\$ 6,318	\$ 80	\$ 3	\$ 83	\$ 553	\$ 40	\$ 1,184	\$ 695.30	
	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Home Energy Reports	\$ 1,448	\$ 56	\$ -	\$ 121	\$ 107	\$ 388	\$ 329	\$ 133	\$ 118	\$ 63	\$ 1,316	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 131.61	
Res Customer Engagement Platform	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
ISO-NE Forward Capacity Market Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Sub-Total Residential</b>	<b>\$ 43,960</b>	<b>\$ 1,253</b>	<b>\$ -</b>	<b>\$ 1,700</b>	<b>\$ 1,505</b>	<b>\$ 2,533</b>	<b>\$ 2,210</b>	<b>\$ 1,004</b>	<b>\$ 823</b>	<b>\$ 596</b>	<b>\$ 11,624</b>	<b>\$ 1,148</b>	<b>\$ 35</b>	<b>\$ 1,183</b>	<b>\$ 23,946</b>	<b>\$ 1,504</b>	<b>\$ 1,207</b>	<b>\$ 4,497</b>	
<b>Commercial/Industrial Programs</b>																			
Large Business Energy Solutions	\$ 52,640	\$ 3,628	\$ -	\$ 4,900	\$ 4,339	\$ 12,635	\$ 12,178	\$ 4,240	\$ 3,535	\$ 2,399	\$ 47,854	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,785.43	
Small Business Energy Solutions	\$ 18,006	\$ 1,389	\$ -	\$ 1,869	\$ 1,655	\$ 4,108	\$ 3,437	\$ 1,686	\$ 1,350	\$ 875	\$ 16,369	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,636.94	
Municipal Energy Solutions	\$ 4,521	\$ 130	\$ -	\$ 177	\$ 157	\$ 982	\$ 1,078	\$ 285	\$ 321	\$ 122	\$ 3,252	\$ -	\$ -	\$ -	\$ 805	\$ 59	\$ -	\$ 405.63	
C&I Customer Partnerships	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Energy Rewards RFP Program	\$ 5,326	\$ 496	\$ -	\$ 693	\$ 614	\$ 953	\$ 906	\$ 467	\$ 407	\$ 307	\$ 4,842	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 484.23	
C&I Customer Engagement Platform	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Education	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
ISO Forward Capacity Market Expenses	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Large Business DR Initiative	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Sub-Total Commercial &amp; Industrial</b>	<b>\$ 80,493</b>	<b>\$ 5,644</b>	<b>\$ -</b>	<b>\$ 7,639</b>	<b>\$ 6,764</b>	<b>\$ 18,677</b>	<b>\$ 17,599</b>	<b>\$ 6,678</b>	<b>\$ 5,614</b>	<b>\$ 3,703</b>	<b>\$ 72,318</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 805</b>	<b>\$ 59</b>	<b>\$ -</b>	<b>\$ 7,312</b>	
Smart Start	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Total</b>	<b>\$ 124,453</b>	<b>\$ 6,896</b>	<b>\$ -</b>	<b>\$ 9,339</b>	<b>\$ 8,269</b>	<b>\$ 21,210</b>	<b>\$ 19,809</b>	<b>\$ 7,682</b>	<b>\$ 6,437</b>	<b>\$ 4,299</b>	<b>\$ 83,941</b>	<b>\$ 1,148</b>	<b>\$ 35</b>	<b>\$ 1,183</b>	<b>\$ 24,751</b>	<b>\$ 1,562</b>	<b>\$ 1,207</b>	<b>\$ 11,809</b>	

**Performance Incentive Calculation  
 2019**

	<u>Planned</u>	<u>Actual</u>
<b>Commercial/Industrial Incentive</b>		
1. Benefit/Cost Ratio	<b>1.78</b>	<b>2.06</b>
2. Threshold Benefit / Cost Ratio <sup>1</sup>	1.00	1.00
3. Lifetime kWh Savings	<b>917,474,919</b>	<b>923,356,419</b>
4. Threshold Lifetime kWh Savings (65%) <sup>2</sup>	596,358,697	596,358,697
5. Implementation Expenses	\$18,116,857	\$18,632,465
6. Benefit / Cost Percentage of Implementaton Expenses	2.75%	3.18%
7. Lifetime kWh Percentage of Implementation Expenses	2.75%	2.77%
<b>8. Commercial &amp; Industrial Performance Incentive</b>	\$996,427	<b>\$1,108,753</b>
<b>9. Maximum Commercial &amp; Industrial Performance Incentive (6.875%)</b>	\$1,245,534	
<b>Residential Incentive</b>		
10. Benefit / Cost Ratio	<b>1.93</b>	<b>2.05</b>
11. Threshold Benefit / Cost Ratio <sup>1</sup>	1.00	1.00
12. Lifetime kWh Savings	<b>122,570,992</b>	<b>166,622,345</b>
13. Threshold Lifetime kWh Savings (65%)	79,671,145	79,671,145
14. Implementation Expenses	\$16,475,809	\$16,501,271
15. Benefit / Cost Percentage of Implementation Expenses	2.75%	2.92%
16. Lifetime kWh Percentage of Implementation Expenses	2.75%	3.4375%
<b>17. Residential Performance Incentive</b>	\$906,170	<b>\$1,048,262</b>
<b>18. Maximum Residential Performance Incentive (6.875%)</b>	\$1,132,712	
<b>19. TOTAL PLANNED / EARNED INCENTIVE</b>	<b>\$1,902,597</b>	<b>\$2,157,014.61</b>

**Notes**

1. Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.
2. Actual Lifetime kWh Savings for each sector must be greater than or equal to 65% of projected savings.
3. Benefit Cost ratios are Nominal\$/Nominal\$

**Planned Versus Actual Benefit / Cost Ratio by Sector  
 2019**

	<u>Planned</u>	<u>Actual</u>
<b>Commercial &amp; Industrial</b>		
1. Benefits (Value) From Eligible Programs	\$ 80,493,200	\$ 85,184,471
2. Implementation Expenses	\$ 18,116,857	\$ 18,632,465
3. Customer Contribution	\$ 26,158,382	\$ 21,651,225
4. Performance Incentive	\$ 996,427	\$ 1,108,753
5. Total Costs	\$ 45,271,667	\$ 41,392,443
6. Benefit/Cost Ratio - Commercial & Industrial Sector	<b>1.78</b>	<b>2.06</b>
<b>Residential</b>		
7. Benefits (Value) From Eligible Programs	\$ 43,960,204	\$ 44,109,962
8. Implementation Expenses	\$ 16,475,809	\$ 16,501,271
9. Customer Contribution	\$ 5,394,866	\$ 4,010,416
10. Performance Incentive	\$ 906,170	\$ 1,048,262
11. Total Costs	\$ 22,776,845	\$ 21,559,948
12. Benefit/Cost Ratio - Residential Sector	<b>1.93</b>	<b>2.05</b>

**Lifetime Energy Savings by Sector and Program  
 2019**

	<b>Lifetime kWh Savings</b>	
	<b><u>Planned</u></b>	<b><u>Actual</u></b>
<b>Commercial &amp; Industrial</b>		
Large Business Energy Solutions	614,073,184	527,741,168
Small Business Energy Solutions	200,792,559	309,379,852
Municipal Energy Solutions	50,768,525	44,033,687
C&I Customer Partnerships	-	-
Energy Rewards RFP Program	51,840,651	42,201,712
C&I Customer Engagement Platform	-	-
Education	-	-
ISO Forward Capacity Market Expenses	-	-
<b>Total Commercial &amp; Industrial</b>	<b>917,474,919</b>	<b>923,356,419</b>
<b>Residential</b>		
Home Energy Assistance	11,398,429	17,245,196
Energy Star Homes	21,530,618	19,612,979
Home Performance with Energy Star	8,769,128	12,816,238
Energy Star Products	64,598,358	104,823,377
Home Energy Reports	16,274,459	12,124,554
Res Customer Engagement Platform	-	-
ISO-NE Forward Capacity Market Expenses	-	-
<b>Total Residential</b>	<b>122,570,992</b>	<b>166,622,345</b>

**2019 End of Year Reconciliation**

	<u><b>2019</b></u>
<b>Beginning Balance - Carryforward Over/(Under) Recovery</b>	<b>\$ 684,753</b>
<b>Funding</b>	
System Benefits Charge	28,129,559
RGGI Funding	1,393,749
FCM Payments Net <sup>1</sup>	6,452,743
2019 Interest	456,157
<b>Total Program Funding</b>	<b><u>\$ 36,432,208</u></b>
<b>Expenses</b>	
Energy Efficiency Expenditures	35,158,063
Performance Incentive (2019 estimate in December)	2,189,255
Performance Incentive (2018 true-up, booked in 2019)	(203,823)
Performance Incentive (2019 true-up, booked in 2020)	171,583
Eversource Facilities Expenses <sup>2</sup>	63,895
Eversource Facilities Funds Set Aside <sup>3</sup>	(430,738)
<b>Total Program Expenses</b>	<b><u>\$ 36,948,235</u></b>
<b>Activity</b>	<b><u>\$ (516,028)</u></b>
<b>Ending Balance - Over/(Under) Recovery</b>	<b><u><u>\$ 168,725</u></u></b>

Notes

- FCM Payments are net of expenses in compliance with the 2009 NHPUC Financial Audit
 

FCM Payments -	\$ 6,452,915.67
FCM Expenses -	<u>\$ 173.15</u>
FCM Net Amount	\$ 6,452,742.52
- Reference RSA 125-O:5 2020 Compliance Report dated May 29, 2020  
 No additional funds will be set aside for 2020.
- Reference RSA 125-O:5 2019 Compliance Report dated May 31, 2019.



**Eversource**  
**2019 Reconciliation of General Ledger Transactions and Energy Efficiency Program Transactions**

Carry Forward General Ledger - 01/01/2019	\$ 1,458,477
Carry Forward General Ledger - 12/31/2019	441,786
2019 Net General Ledger Activity	<u><u>\$ (1,016,691)</u></u>

	<u>General Ledger</u>	<u>Deduct 2018</u>	<u>Add 2019</u>	
	<u>Transactions</u>	<u>Included in 2019 GL</u>	<u>Included in 2020 GL</u>	<u>2019 Program Year</u>
<b>Beginning Balance - Carryforward Over/(Under) Recovery</b>				\$ 684,753
<b>Funding</b>				
SBC Funding	\$ 28,129,559	\$ -	\$ -	\$ 28,129,559
RGGI Funding <sup>1</sup>	1,393,749	-	-	1,393,749
FCM Payments - Net	6,452,743	-	-	6,452,743
Interest: GL Dec 2018-Nov 2019, EE YTD	418,472	21,000	58,685	456,157
<b>Total Funding</b>	<u>\$ 36,394,523</u>	<u>\$ 21,000</u>	<u>\$ 58,685</u>	<u>\$ 36,432,208</u>
<b>Expenses</b>				
Energy Efficiency Programs: Jan-Dec 2019	\$ 35,158,063	\$ -	\$ -	\$ 35,158,063
Eversource Facilities Expenses	63,895	-	-	63,895
Eversource Facilities Funds Set-Aside	-	430,738	-	(430,738)
2019 Performance Incentive	2,189,255	-	-	2,189,255
2018 Performance Incentive True-up booked in 2019	-	203,823	-	(203,823)
2019 Performance Incentive True-up booked in 2020	-	-	171,583	171,583
<b>Total Expenses</b>	<u>\$ 37,411,213</u>	<u>\$ 634,561</u>	<u>\$ 171,583</u>	<u>\$ 36,948,235</u>
<b>Net: Funding less Expenses</b>	<u>\$ (1,016,691)</u>	<u>\$ (613,561)</u>	<u>\$ (112,898)</u>	<u>\$ (516,028)</u>
<b>Ending Balance - Over/(Under) Recovery</b>				<u><u>\$168,725</u></u>

**Retail & Large Business Energy Reduction Partners Programs  
 2019 Performance Incentive Calculation**

**RGGI RFP #14-004**

	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>Total</u>
Total Expenses	\$ 208,545	\$ 253,474	\$ 343,956	\$ 22,050	<b>\$ 828,025</b>
Percentage	7.5%	7.5%	7.5%	7.5%	7.5%
<b>Total Performance Incentive</b>	\$ 15,641	\$ 19,011	\$ 25,797	\$ 1,654	<b>\$ 62,103</b>
			Total		<b>\$ 890,128</b>

Note: Performance Incentive for RGGI Grant from RFP 14-004 is calculated as above, and will be booked in 2020.

PSNH d/b/a Eversource Energy  
 Monthly and Cumulative Savings and Lost Base Revenue  
 January 1, 2019 to December 31, 2019

Line	Description	Cumulative Annual kWh Savings / Monthly kW Savings 12/31/2018	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	2019 Annual kWh and Monthly kW Savings
			Jan 2019	Feb 2019	Mar 2019	Apr 2019*	May 2019	June 2019	Jul 2019*	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019		
1	Residential Annual kWh Savings (2017, 2018, & 2019)	29,403,137	1,565,998	812,298	2,128,918	1,422,402	1,780,752	1,735,307	1,647,937	1,938,439	1,438,076	2,549,805	1,167,660	-	-	18,187,591
2	C&I Annual kWh Savings (2017 & 2018)	98,376,887	-	-	-	-	-	-	-	-	-	-	-	-	-	-
3	C&I Annual kWh Savings (2019)	-	231,302	516,820	5,073,826	1,199,525	4,685,166	3,095,812	1,401,631	7,328,657	13,202,307	5,567,395	5,871,889	22,671,541	-	70,845,870
4	C&I Monthly Installed kW Savings*	-	55	113	706	265	831	547	266	1,092	1,891	981	907	2,992	-	10,647
			<b>Jan 2019</b>	<b>Feb 2019</b>	<b>Mar 2019</b>	<b>Apr 2019*</b>	<b>May 2019</b>	<b>June 2019</b>	<b>Jul 2019*</b>	<b>Aug 2019</b>	<b>Sep 2019</b>	<b>Oct 2019</b>	<b>Nov 2019</b>	<b>Dec 2019</b>	<b>Total 2019 Lost Base Revenue</b>	
5	Monthly Residential Savings (2019)		65,250	33,846	88,705	59,267	74,198	72,304	68,664	80,768	59,920	106,242	48,652	-	-	
6	Cumulative Residential Savings	2,450,261	2,515,511	2,614,607	2,737,158	2,196,129	2,329,594	2,476,097	1,526,376	1,675,808	1,816,497	1,982,658	2,137,553	2,186,205	-	
7	Average Residential kWh Distribution Rate (\$/kWh)		0.04184	0.04184	0.04184	0.04184	0.04184	0.04184	0.04184	0.04184	0.04184	0.04184	0.04184	0.04184	0.04184	
8	Total Lost Residential Revenue		\$ 105,249	\$ 109,395	\$ 114,523	\$ 91,886	\$ 97,470	\$ 103,600	\$ 63,864	\$ 70,116	\$ 76,002	\$ 82,954	\$ 89,435	\$ 91,471	\$	1,095,965
9	Monthly C&I Savings (2017 & 2018)	8,198,074	8,198,074	8,198,074	8,198,074	8,198,074	8,198,074	8,198,074	3,179,790	3,179,790	3,179,790	3,179,790	3,179,790	3,179,790	3,179,790	
10	Average C&I kWh Distribution Rate (\$/kWh)		0.02689	0.02689	0.02689	0.02689	0.02689	0.02689	0.02689	0.02689	0.02689	0.02689	0.02689	0.02689	0.02689	
11	Lost C&I kWh Revenue		\$ 220,446	\$ 220,446	\$ 220,446	\$ 220,446	\$ 220,446	\$ 220,446	\$ 85,505	\$ 85,505	\$ 85,505	\$ 85,505	\$ 85,505	\$ 85,505	\$ 85,505	
12	Monthly C&I Savings (2019)		9,638	21,534	211,409	49,980	195,215	128,992	58,401	305,361	550,096	231,975	244,662	944,648	-	
13	Cumulative C&I Savings	-	9,638	40,809	273,753	535,142	780,338	1,104,545	1,291,939	1,655,701	2,511,158	3,293,229	3,769,865	4,959,175	-	
14	Average C&I kWh Distribution Rate (\$/kWh)		0.01071	0.01071	0.01071	0.01071	0.01071	0.01071	0.01071	0.01071	0.01071	0.01071	0.01071	0.01071	0.01071	
15	Lost C&I kWh Revenue		\$ 103	\$ 437	\$ 2,932	\$ 5,731	\$ 8,357	\$ 11,830	\$ 13,831	\$ 17,725	\$ 26,883	\$ 35,255	\$ 40,357	\$ 53,089		
16	Monthly C&I kW Savings (2019)		27	56	353	133	416	273	133	546	946	491	453	1,496		
17	Cumulative Monthly C&I kW Savings	-	27	111	521	1,007	1,555	2,244	2,651	3,330	4,821	6,258	7,202	9,151		
18	Average C&I Demand Rate (\$/kW)		6.67	6.67	6.67	6.67	6.67	6.67	6.67	6.67	6.67	6.67	6.67	6.67	6.67	
19	Lost C&I Demand Revenue		\$ 183	\$ 744	\$ 3,475	\$ 6,714	\$ 10,372	\$ 14,969	\$ 17,678	\$ 22,208	\$ 32,158	\$ 41,738	\$ 48,034	\$ 61,037		
20	Total Lost C&I kWh and Demand Revenue		\$ 220,733	\$ 221,627	\$ 226,853	\$ 232,892	\$ 239,176	\$ 247,245	\$ 117,014	\$ 125,438	\$ 144,545	\$ 162,497	\$ 173,896	\$ 199,631	\$	2,311,546
21	<b>Total Lost Revenue</b>		<b>\$ 325,982</b>	<b>\$ 331,022</b>	<b>\$ 341,375</b>	<b>\$ 324,778</b>	<b>\$ 336,646</b>	<b>\$ 350,844</b>	<b>\$ 180,877</b>	<b>\$ 195,553</b>	<b>\$ 220,548</b>	<b>\$ 245,451</b>	<b>\$ 263,332</b>	<b>\$ 291,102</b>	<b>\$</b>	<b>3,407,511</b>

Lines 1-4: Company Forecast  
 Line 5: Line 1 / 24  
 Line 6: Prior Month Line 6 + Current Month Line 5  
 Line 7: Page 8, Column 8  
 Line 8: Line 6 x Line 7  
 Line 9: Line 1, Column B / 12  
 Line 10: Page 8, Column 8  
 Line 11: Line 9 x Line 10  
 Line 12: Line 3 / 24  
 Line 13: Prior Month Line 13 + Current Month Line 12  
 Line 14: Page 8, Column 7  
 Line 15: Line 13 x Line 14  
 Line 16: Line 4 / 12  
 Line 17: Prior Month Line 17 + Current Month Line 16  
 Line 18: Page 8, Column 6  
 Line 19: Line 17 x Line 18  
 Line 20: Line 11 + Line 15 + Line 19  
 Line 21: Line 8 + Line 20

\* Reflects adjustment due to retirements (April 2019 Line 6) or rate case reset (July 2019 Line 6 and Line 9)

**PSNH d/b/a Eversource Energy**  
**Lost Base Revenue Reconciliation**  
**January 1, 2019 to December 31, 2019**  
**(\$ in 000's)**

Eversource Energy  
NHPUC Docket No. DE 17-136  
Page 12 of 17

Line	Description	Forecast Carryover 12/31/2018	Actual Jan 2019	Actual Feb 2019	Actual Mar 2019	Actual Apr 2019	Actual May 2019	Actual Jun 2019	Actual Jul 2019	Actual Aug 2019	Actual Sep 2019	Actual Oct 2019	Actual Nov 2019	Actual Dec 2019	2019 Total
	Col. A	Col. B	Col. C	Col. D	Col. E	Col. F	Col. G	Col. H	Col. I	Col. J	Col. K	Col. L	Col. M	Col. N	Col. O
1	Revenue Recovery		438	427	399	377	370	368	433	482	413	348	357	429	4,839
2	Lost Revenues		326	331	341	325	337	351	181	196	221	245	263	291	3,408
3	Current Month (Over)/Under Recovery		(112)	(96)	(57)	(52)	(33)	(17)	(252)	(286)	(192)	(103)	(94)	(138)	(1,432)
4	Cumulative (Over)/Under Recovery	90	(22)	(118)	(175)	(228)	(261)	(278)	(530)	(816)	(1,008)	(1,110)	(1,204)	(1,342)	
5	Interest @ Prime Rate		0.46%	0.46%	0.46%	0.46%	0.46%	0.46%	0.46%	0.44%	0.44%	0.42%	0.40%	0.40%	
6	Interest on Deferral Balance		0	(0)	(1)	(1)	(1)	(1)	(2)	(3)	(4)	(4)	(5)	(5)	(27)
7	Cumulative (Over)/Under Recovery Incl Carrying Charge		(22)	(118)	(176)	(229)	(264)	(282)	(536)	(825)	(1,020)	(1,128)	(1,226)	(1,369)	
8	<b>Monthly Sales (MWh)</b>		695,005	677,245	632,977	598,783	587,390	583,560	686,764	764,426	654,781	552,572	566,919	681,022	7,681,446
9	<b>SBC Rate (LBR Component)</b>		0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	0.063	

Line 1: (Line 8 x Line 9) / 100  
Line 2: Page 5, Line 21 / 1000  
Line 3: Line 2 - Line 1  
Line 4: Prior month Line 4 + Current month Line 3  
Line 5: Prime Rate / 12  
Line 6: (Prior Month Line 4 + Current Month Line 4) / 2 x Line 5  
Line 7: Line 4 + Line 6  
Line 8: Company Actuals  
Line 9: Approved Rates

Eversource  
 Calculation of Forecasted Average Distribution Rate for Lost Revenue  
 Based on Actual Billing Determinants and Distribution Rates\*

	(1)	(2)	(3) = (1) + (2)	(4)	(5)	(6) = (1) + (4)	(7) = (2) / (5)	(8) = (3) / (5)
	For the Period 01/01/19 Through 12/31/19							
Rate Class	Revenue			Delivery kW	Delivery kWh	Average Distribution Rate \$/kW	Average Distribution Rate \$/kWh <sup>(a)</sup>	Average Distribution Rate \$/kWh <sup>(b)</sup>
	Demand Charges	kWh Charges	Total Demand and kWh Charges					
<b>Residential</b>	\$ -	\$ 132,534,529	\$ 132,534,529	-	3,167,500,778	<b>N/A</b>	<b>N/A</b>	<b>\$ 0.04184</b>
General Service Rate G	\$ 35,192,860	\$ 32,237,809	\$ 67,430,669	3,883,319	1,681,893,397	\$ 8.30	\$ 0.01917	\$ 0.04009
Primary General Service Rate GV	\$ 23,040,117	\$ 9,906,813	\$ 32,946,929	4,098,109	1,617,780,277	\$ 2.42	\$ 0.00612	\$ 0.02037
Large General Service Rate LG	\$ 13,892,744	\$ 5,564,506	\$ 19,457,250	2,832,247	1,156,926,795	\$ 1.96	\$ 0.00481	\$ 0.01682
<b>Commercial and Industrial</b>	\$ 72,125,720	\$ 47,709,127	\$ 119,834,847	10,813,675	4,456,600,469	<b>\$ 6.67</b>	<b>\$ 0.01071</b>	<b>\$ 0.02689</b>

\* Excludes the outdoor lighting rates (Rate OL and Rate EOL), the Customer/Meter charge revenue from each rate, and the on/off peak kWh associated with Rate B >= 115 kV under Rate LG.  
 (a) For 2019 C&I Savings  
 (b) For 2017 and 2018 C&I Savings

**Eversource**  
**Calculation of Distribution Revenue at the Rate Levels in Effect During 2019**  
**Based on Billing Determinants for the Twelve Months Ending December 2019**

<b>Residential Rate R</b>									
Rate	Source	January 1, 2019 - July 31, 2019			August 1, 2019 - December 31, 2019			2019 Total	
		Units	Rate/Charge	Revenue	Units	Rate/Charge	Revenue	Units	Revenue
Standard	Customer Charge	3,090,482	\$ 12.69	\$ 39,218,217	2,214,159	\$ 13.81	\$ 30,577,536	5,304,641	\$ 69,795,752
	All kWh	1,777,500,493	\$ 0.04141	\$ 73,606,295	1,263,521,470	\$ 0.04508	\$ 56,959,548	3,041,021,963	\$ 130,565,843
Uncontrolled Water Heating	Customer Charge	293,450	\$ 4.47	\$ 1,311,722	206,840	\$ 4.87	\$ 1,007,311	500,290	\$ 2,319,032
	All kWh	56,735,851	\$ 0.02030	\$ 1,151,738	33,652,793	\$ 0.02210	\$ 743,727	90,388,644	\$ 1,895,464
Controlled Water Heating	Customer Charge	1,683	\$ 7.88	\$ 13,262	1,178	\$ 8.58	\$ 10,107	2,861	\$ 23,369
	All kWh	322,696	\$ 0.00120	\$ 387	195,094	\$ 0.00131	\$ 256	517,790	\$ 643
LCS - Radio-controlled & 8 Hour Switch	Customer Charge	23,685	\$ 9.11	\$ 215,770	16,728	\$ 9.92	\$ 165,942	40,413	\$ 381,712
	All kWh	24,584,380	\$ 0.00120	\$ 29,501	9,933,126	\$ 0.00131	\$ 13,012	34,517,506	\$ 42,514
LCS - 8 Hour No Switch	Customer Charge	686	\$ 7.88	\$ 5,406	481	\$ 8.58	\$ 4,127	1,167	\$ 9,533
	All kWh	220,118	\$ 0.00120	\$ 264	103,223	\$ 0.00131	\$ 135	323,341	\$ 399
LCS - 10,11 Hour Switch	Customer Charge	32	\$ 9.11	\$ 292	19	\$ 9.92	\$ 188	51	\$ 480
	All kWh	7,015	\$ 0.02448	\$ 172	3,023	\$ 0.02665	\$ 81	10,038	\$ 252
LCS - 10,11 Hour No Switch	Customer Charge	646	\$ 7.88	\$ 5,090	438	\$ 8.58	\$ 3,758	1,084	\$ 8,849
	All kWh	159,863	\$ 0.02448	\$ 3,913	90,514	\$ 0.02665	\$ 2,412	250,377	\$ 6,326
Time of Day	Customer Charge	305	\$ 29.47	\$ 8,988	212	\$ 32.08	\$ 6,801	517	\$ 15,789
	On Peak kWh	98,290	\$ 0.13235	\$ 13,009	65,699	\$ 0.14407	\$ 9,465	163,989	\$ 22,474
	Off Peak kWh	186,979	\$ 0.00193	\$ 361	120,151	\$ 0.00210	\$ 252	307,130	\$ 613
Total Residential	Customer/Meter	3,410,969		\$ 40,778,747	2,440,055		\$ 31,775,770	5,851,024	\$ 72,554,517
	Demand	-		-	-		-	-	-
	kWh	1,859,815,685		\$ 74,805,641	1,307,685,093		\$ 57,728,888	3,167,500,778	\$ 132,534,529
				\$ 115,584,387			\$ 89,504,658	\$ 205,089,045	

<b>General Service Rate G</b>									
Rate	Source	January 1, 2019 - July 31, 2019			August 1, 2019 - December 31, 2019			2019 Total	
		Units	Rate/Charge	Revenue	Units	Rate/Charge	Revenue	Units	Revenue
Standard	Single Phase Customer Charge	394,313	\$ 14.89	\$ 5,871,321	282,774	\$ 16.21	\$ 4,583,767	677,087	\$ 10,455,087
	Three Phase Customer Charge	140,046	\$ 29.76	\$ 4,167,769	100,335	\$ 32.39	\$ 3,249,851	240,381	\$ 7,417,620
	Demand Charge > 5 kW	2,201,164	\$ 8.72	\$ 19,194,154	1,671,221	\$ 9.49	\$ 15,859,887	3,872,385	\$ 35,054,041
	First 500 kWh Charge	160,170,790	\$ 0.06986	\$ 11,189,531	112,595,311	\$ 0.07604	\$ 8,561,747	272,766,101	\$ 19,751,279
	Next 1,000 kWh Charge	171,105,791	\$ 0.01731	\$ 2,961,841	117,755,481	\$ 0.01884	\$ 2,218,513	288,861,272	\$ 5,180,354
	All Additional kWh Charge	639,130,859	\$ 0.00612	\$ 3,911,481	467,872,779	\$ 0.00666	\$ 3,116,033	1,107,003,638	\$ 7,027,514
Time of Day	Single Phase Customer Charge	106	\$ 38.57	\$ 4,088	80	\$ 41.98	\$ 3,358	186	\$ 7,447
	Three Phase Customer Charge	156	\$ 55.12	\$ 8,599	106	\$ 60.00	\$ 6,360	262	\$ 14,959
	Demand Charge	5,399	\$ 12.15	\$ 65,593	5,535	\$ 13.23	\$ 73,225	10,933	\$ 138,818
	On peak kWh	154,229	\$ 0.04901	\$ 7,559	190,407	\$ 0.05335	\$ 10,158	344,636	\$ 17,718
	Off peak kWh	456,276	\$ 0.00768	\$ 3,504	55,487	\$ 0.00836	\$ 464	511,763	\$ 3,968
Space Heating	Meter Charge	2,848	\$ 2.98	\$ 8,487	2,001	\$ 3.24	\$ 6,483	4,849	\$ 14,970
	All kWh	3,381,701	\$ 0.03426	\$ 115,857	1,681,777	\$ 0.03729	\$ 62,713	5,063,478	\$ 178,571
Uncontrolled Water Heating	Customer Charge	8,683	\$ 4.47	\$ 38,813	6,120	\$ 4.87	\$ 29,804	14,803	\$ 68,617
	All kWh	2,157,789	\$ 0.02030	\$ 43,803	1,280,817	\$ 0.02210	\$ 28,306	3,438,606	\$ 72,109
Controlled Water Heating	Customer Charge	-	\$ 7.88	\$ -	1	\$ 8.58	\$ 9	1	\$ 9
	All kWh	-	\$ 0.00120	\$ -	4,151	\$ 0.00131	\$ 5	4,151	\$ 5
LCS - Radio-controlled & 8 Hour Switch	Customer Charge	1,307	\$ 9.11	\$ 11,907	791	\$ 9.92	\$ 7,847	2,098	\$ 19,753
	All kWh	2,713,457	\$ 0.00120	\$ 3,256	1,055,888	\$ 0.00131	\$ 1,383	3,769,345	\$ 4,639
LCS - 8 Hour No Switch	Customer Charge	42	\$ 7.88	\$ 331	27	\$ 8.58	\$ 232	69	\$ 563
	All kWh	37,227	\$ 0.00120	\$ 45	31,896	\$ 0.00131	\$ 42	69,123	\$ 86
LCS - 10,11 Hour Switch	Customer Charge	-	\$ 9.11	\$ -	-	\$ 9.92	\$ -	-	\$ -
	All kWh	-	\$ 0.02448	\$ -	-	\$ 0.02665	\$ -	-	\$ -
LCS - 10,11 Hour No Switch	Customer Charge	13	\$ 7.88	\$ 102	7	\$ 8.58	\$ 60	20	\$ 163
	All kWh	31,220	\$ 0.02448	\$ 764	30,064	\$ 0.02665	\$ 801	61,284	\$ 1,565
Total General Service	Customer/Meter	547,514		\$ 10,111,417	392,242		\$ 7,887,770	939,756	\$ 17,999,187
	Demand	2,206,563		\$ 19,259,747	1,676,756		\$ 15,933,113	3,883,319	\$ 35,192,860
	kWh	979,339,339		\$ 18,237,642	702,554,058		\$ 14,000,167	1,681,893,397	\$ 32,237,809
				\$ 47,608,806			\$ 37,821,050	\$ 85,429,856	

Primary General Service Rate GV									
Rate	Source	January 1, 2019 - July 31, 2019			August 1, 2019 - December 31, 2019			2019 Total	
		Units	Rate/Charge	Revenue	Units	Rate/Charge	Revenue	Units	Revenue
Standard	Customer Charge	9,697	\$ 194.03	\$ 1,881,509	6,875	\$ 211.21	\$ 1,452,069	16,572	\$ 3,333,578
	Minimum Charge	218	\$ 893.00	\$ 194,674	98	\$ 972.00	\$ 95,256	316	\$ 289,930
	First 100 kW Demand Charge	918,222	\$ 5.58	\$ 5,123,679	531,384	\$ 6.07	\$ 3,225,501	1,449,606	\$ 8,349,180
	All Additional kW Demand Charge	1,391,754	\$ 5.34	\$ 7,431,966	1,219,651	\$ 5.81	\$ 7,086,172	2,611,405	\$ 14,518,139
	First 200,000 kWh	820,472,548	\$ 0.00606	\$ 4,972,064	533,565,805	\$ 0.00660	\$ 3,521,534	1,354,038,353	\$ 8,493,598
	All Additional kWh	111,000,284	\$ 0.00509	\$ 564,991	150,130,719	\$ 0.00554	\$ 831,724	261,131,003	\$ 1,396,716
Rate B < 115 KV	Administrative Charge	76	\$ 341.84	\$ 25,980	55	\$ 372.10	\$ 20,466	131	\$ 46,445
	Translation Charge	21	\$ 57.34	\$ 1,204	16	\$ 62.42	\$ 999	37	\$ 2,203
	Demand Charge	20,600	\$ 4.48	\$ 92,288	16,498	\$ 4.88	\$ 80,510	37,098	\$ 172,798
	First 200,000 kWh	1,357,536	\$ 0.00606	\$ 8,227	1,253,385	\$ 0.00660	\$ 8,272	2,610,921	\$ 16,499
	All Additional kWh	-	\$ 0.00509	\$ -	-	\$ 0.00554	\$ -	-	\$ -
Space Heating	Meter Charge	-	\$ 2.98	\$ -	-	\$ 3.24	\$ -	-	\$ -
	All kWh	-	\$ 0.03425	\$ -	-	\$ 0.03729	\$ -	-	\$ -
Total GV	Customer/Meter	9,773		\$ 2,103,367	6,930		\$ 1,568,789	16,740	\$ 3,672,156
	Demand	2,330,576		\$ 12,647,933	1,767,533		\$ 10,392,183	4,098,109	\$ 23,040,117
	kWh	932,830,368		\$ 5,545,282	684,949,909		\$ 4,361,531	1,617,780,277	\$ 9,906,813
				\$ 20,296,582			\$ 16,322,503		\$ 36,619,085
Large General Service Rate LG									
Rate	Source	January 1, 2019 - July 31, 2019			August 1, 2019 - December 31, 2019			2019 Total	
		Units	Rate/Charge	Revenue	Units	Rate/Charge	Revenue	Units	Revenue
Standard	Customer Charge	750	\$ 606.47	\$ 454,853	617	\$ 660.15	\$ 407,313	1,367	\$ 862,165
	Minimum Charge	7	\$ 947.00	\$ 6,629	6	\$ 1,031.00	\$ 6,186	13	\$ 12,815
	Demand Charge	1,452,001	\$ 4.75	\$ 6,897,005	1,112,872	\$ 5.17	\$ 5,753,548	2,564,873	\$ 12,650,553
	On peak kWh	278,941,017	\$ 0.00508	\$ 1,417,020	214,707,154	\$ 0.00553	\$ 1,187,331	493,648,171	\$ 2,604,351
	Off Peak kWh	366,806,187	\$ 0.00429	\$ 1,573,599	277,057,505	\$ 0.00467	\$ 1,293,859	643,863,692	\$ 2,867,457
	Rate B < 115 KV	Administrative Charge	67	\$ 341.84	\$ 22,903	59	\$ 372.10	\$ 21,954	126
Translation Charge	13	\$ 57.34	\$ 745	11	\$ 62.42	\$ 687	24	\$ 1,432	
Demand charge	156,485	\$ 4.48	\$ 701,053	110,889	\$ 4.88	\$ 541,138	267,374	\$ 1,242,191	
On peak kWh	3,239,320	\$ 0.00508	\$ 16,456	3,567,100	\$ 0.00553	\$ 19,726	6,806,420	\$ 36,182	
Off Peak kWh	6,226,105	\$ 0.00429	\$ 26,710	6,382,407	\$ 0.00467	\$ 29,806	12,608,512	\$ 56,516	
Rate B >= 115 KV	Administrative Charge	36	\$ 341.84	\$ 12,306	30	\$ 372.10	\$ 11,163	66	\$ 23,469
	Translation Charge	-	\$ 57.34	\$ -	-	\$ 62.42	\$ -	-	\$ -
	Demand charge	722,036	\$ -	\$ -	333,380	\$ -	\$ -	1,055,416	\$ -
	On peak kWh	6,696,955	\$ -	\$ -	2,837,035	\$ -	\$ -	9,533,990	\$ -
	Off Peak kWh	12,365,403	\$ -	\$ -	7,359,895	\$ -	\$ -	19,725,298	\$ -
Total LG	Customer/Meter	873		\$ 497,436	723		\$ 447,302	1,596	\$ 944,739
	Demand	2,330,522		\$ 7,598,058	1,557,141		\$ 6,294,687	3,887,663	\$ 13,892,744
	kWh	674,274,987		\$ 3,033,785	511,911,096		\$ 2,530,721	1,186,186,083	\$ 5,564,506
				\$ 11,129,279			\$ 9,272,710		\$ 20,401,988

Outdoor Lighting Rate OL									
Type	Fixture	January 1, 2019 - July 31, 2019			August 1, 2019 - December 31, 2019			2019 Total	
		Units	Rate/Charge	Revenue	Units	Rate/Charge	Revenue	Units	Revenue
High Pressure Sodium	4,000 Lumens	25,010	\$ 15.83	\$ 395,913	17,940	\$ 17.23	\$ 309,101	42,950	\$ 705,013
	5,800 Lumens	4,246	\$ 15.83	\$ 67,213	3,035	\$ 17.23	\$ 52,293	7,281	\$ 119,506
	9,500 Lumens	6,422	\$ 21.05	\$ 135,190	4,659	\$ 22.91	\$ 106,743	11,082	\$ 241,933
	16,000 Lumens	5,779	\$ 29.77	\$ 172,027	4,177	\$ 32.41	\$ 135,377	9,956	\$ 307,404
	30,000 Lumens	9,020	\$ 30.51	\$ 275,198	6,591	\$ 33.21	\$ 218,871	15,610	\$ 494,070
	50,000 Lumens	13,377	\$ 30.85	\$ 412,679	9,685	\$ 33.58	\$ 325,224	23,062	\$ 737,903
	130,000 Lumens	2,599	\$ 49.51	\$ 128,700	1,891	\$ 53.89	\$ 101,917	4,491	\$ 230,617
	12,000 Lumens	56	\$ 21.77	\$ 1,219	41	\$ 23.70	\$ 972	97	\$ 2,191
	34,200 Lumens	35	\$ 27.87	\$ 975	26	\$ 30.34	\$ 789	61	\$ 1,764
	Mercury	3,500 Lumens	34,024	\$ 13.96	\$ 474,972	24,127	\$ 15.20	\$ 366,729	58,151
7,000 Lumens		6,572	\$ 16.80	\$ 110,415	4,687	\$ 18.29	\$ 85,726	11,259	\$ 196,141
11,000 Lumens		429	\$ 20.77	\$ 8,910	306	\$ 22.61	\$ 6,919	735	\$ 15,829
20,000 Lumens		2,930	\$ 25.65	\$ 75,162	2,078	\$ 27.92	\$ 58,031	5,009	\$ 133,193
56,000 Lumens		954	\$ 40.77	\$ 38,886	706	\$ 44.38	\$ 31,337	1,660	\$ 70,223
15,000 Lumens		21	\$ 23.76	\$ 499	15	\$ 25.86	\$ 388	36	\$ 887
Metal Halide	5,000 Lumens	1,603	\$ 16.51	\$ 26,461	1,141	\$ 17.97	\$ 20,495	2,743	\$ 46,956
	8,000 Lumens	927	\$ 22.60	\$ 20,949	658	\$ 24.60	\$ 16,179	1,585	\$ 37,129
	13,500 Lumens	893	\$ 31.67	\$ 28,282	646	\$ 34.47	\$ 22,267	1,539	\$ 50,549
	20,000 Lumens	2,114	\$ 31.01	\$ 65,548	1,494	\$ 34.47	\$ 51,492	3,607	\$ 117,041
	36,000 Lumens	3,164	\$ 31.96	\$ 101,115	2,241	\$ 34.79	\$ 77,968	5,405	\$ 179,083
	100,000 Lumens	1,888	\$ 47.91	\$ 90,457	1,305	\$ 52.15	\$ 68,046	3,193	\$ 158,503
Incandescent	600 Lumens	614	\$ 9.12	\$ 5,600	435	\$ 9.93	\$ 4,320	1,049	\$ 9,919
	1,000 Lumens	1,614	\$ 10.18	\$ 16,431	1,150	\$ 11.08	\$ 12,742	2,764	\$ 29,173
	2,500 Lumens	4	\$ 13.06	\$ 52	0	\$ 14.22	\$ -	4	\$ 52
Fluorescent	20,000 Lumens	14	\$ 34.79	\$ 487	10	\$ 37.87	\$ 379	24	\$ 866
Total Rate OL	Fixtures	124,309		\$ 2,653,341	89,043		\$ 2,074,305	213,352	\$ 4,727,646
	Demand kWh	9,438,046			7,599,902			17,037,948	
				\$ 2,653,341			\$ 2,074,305		\$ 4,727,646

Outdoor Lighting Rate EOL										
Type	Fixture	January 1, 2019 - July 31, 2019			August 1, 2019 - December 31, 2019			2019 Total		
		Units	Rate/Charge	Revenue	Units	Rate/Charge	Revenue	Units	Revenue	
High Pressure Sodium	4,000 Lumens	27,275	\$ 8.42	\$ 229,656	19,542	\$ 9.17	\$ 179,200	46,817	\$ 408,856	
	5,800 Lumens	1,317	\$ 8.42	\$ 11,089	962	\$ 9.17	\$ 8,822	2,279	\$ 19,911	
	9,500 Lumens	2,696	\$ 10.36	\$ 27,931	1,992	\$ 11.28	\$ 22,470	4,688	\$ 50,400	
	16,000 Lumens	3,788	\$ 11.39	\$ 43,145	2,702	\$ 12.40	\$ 33,505	6,490	\$ 76,650	
	30,000 Lumens	12,204	\$ 11.39	\$ 139,004	8,559	\$ 12.40	\$ 106,132	20,763	\$ 245,135	
	50,000 Lumens	910	\$ 11.76	\$ 10,702	655	\$ 12.80	\$ 8,384	1,565	\$ 19,086	
	130,000 Lumens	393	\$ 22.32	\$ 8,772	275	\$ 24.30	\$ 6,683	668	\$ 15,454	
	5,000 Lumens	4,687	\$ 8.75	\$ 41,011	3,041	\$ 9.52	\$ 28,950	7,728	\$ 69,962	
	8,000 Lumens	542	\$ 11.57	\$ 6,271	364	\$ 12.59	\$ 4,583	906	\$ 10,854	
	13,000 Lumens	-	\$ 12.35	\$ -	-	\$ 13.44	\$ -	-	\$ -	
Metal Halide	13,500 Lumens	616	\$ 13.00	\$ 8,008	435	\$ 14.15	\$ 6,155	1,051	\$ 14,163	
	20,000 Lumens	490	\$ 13.22	\$ 6,478	345	\$ 14.39	\$ 4,965	835	\$ 11,442	
	36,000 Lumens	290	\$ 13.59	\$ 3,941	205	\$ 14.79	\$ 3,032	495	\$ 6,973	
	100,000 Lumens	721	\$ 24.21	\$ 17,455	515	\$ 26.35	\$ 13,570	1,236	\$ 31,026	
	LED's	Per Fixture	227,803	\$ 3.37	\$ 767,696	163,343	\$ 3.67	\$ 599,469	391,146	\$ 1,367,165
	Per Watt	3,075,078	\$ 0.0513	\$ 157,752	2,547,744	\$ 0.0558	\$ 142,164	5,622,822	\$ 299,916	
	Maintenance credit (contract)	7	\$ -1.9	\$ (13)	5	\$ -1.9	\$ (10)	12	\$ (23)	
	Total Rate EOL	Fixtures	283,732		\$ 1,478,896	202,935		\$ 1,168,073	486,667	\$ 2,646,969
	Demand kWh	6,026,404			5,021,248			11,047,652		
				\$ 1,478,896			\$ 1,168,073		\$ 2,646,969	



Total Retail							
Type	Source	January 1, 2019 - July 31, 2019		August 1, 2019 - December 31, 2019		2019 Total	
		Units	Revenue	Units	Revenue	Units	Revenue
Total Retail	Customer/Meter	3,969,129	\$ 53,490,967	2,839,950	\$ 41,679,631	6,809,116	\$ 95,170,598
	Fixtures	408,041	\$ 4,132,237	291,978	\$ 3,242,378	700,019	\$ 7,374,615
	Demand	6,867,661	\$ 39,505,737	5,001,430	\$ 32,619,983	11,869,091	\$ 72,125,720
	kWh	4,461,724,829	\$ 101,622,349	3,219,721,306	\$ 78,621,307	7,681,446,135	\$ 180,243,656
			\$ 198,751,291		\$ 156,163,299		\$ 354,914,589

Lost Base Revenue							
Summary of Data Included in the Calculation of the Average Distribution Rates*							
Type	Source	January 1, 2019 - July 31, 2019		August 1, 2019 - December 31, 2019		2019 Total	
		Units	Revenue	Units	Revenue	Units	Revenue
Total Residential	Demand	-	\$ -	-	\$ -	-	\$ -
	kWh	1,859,815,685	\$ 74,805,641	1,307,685,093	\$ 57,728,888	3,167,500,778	\$ 132,534,529
			\$ 74,805,641		\$ 57,728,888		\$ 132,534,529
Total General Service	Demand	2,206,563	\$ 19,259,747	1,676,756	\$ 15,933,113	3,883,319	\$ 35,192,860
	kWh	979,339,339	\$ 18,237,642	702,554,058	\$ 14,000,167	1,681,893,397	\$ 32,237,809
			\$ 37,497,389		\$ 29,933,279		\$ 67,430,669
Total GV	Demand	2,330,576	\$ 12,647,933	1,767,533	\$ 10,392,183	4,098,109	\$ 23,040,117
	kWh	932,830,368	\$ 5,545,282	684,949,909	\$ 4,361,531	1,617,780,277	\$ 9,906,813
			\$ 18,193,215		\$ 14,753,714		\$ 32,946,929
Total LG	Demand	1,608,486	\$ 7,598,058	1,223,761	\$ 6,294,687	2,832,247	\$ 13,892,744
	kWh	655,212,629	\$ 3,033,785	501,714,166	\$ 2,530,721	1,156,926,795	\$ 5,564,506
			\$ 10,631,842		\$ 8,825,408		\$ 19,457,250
Total	Demand	6,145,625	\$ 39,505,737	4,668,050	\$ 32,619,983	10,813,675	\$ 72,125,720
	kWh	4,427,198,021	\$ 101,622,349	3,196,903,226	\$ 78,621,307	7,624,101,246	\$ 180,243,656
			\$ 141,128,087		\$ 111,241,289		\$ 252,369,376

\* The Lost Base Revenue calculation excludes the outdoor lighting rates (Rate OL and Rate EOL), the Customer/Meter charge revenue from each rate, and the on/off peak kWh associated with Rate B >= 115 kV

**Actual C&I kW Savings - New Component for Year 2019**

Line No.	Description	<u>Eversource</u>
1	Gross Annualized kWh Savings	70,878,385
2	Maximum Demand Factor (MDF)	<u>Varies based on measure mix</u>
3	Extended Max. Load Reduction kW	14,380.4
4	% kW Demand Reduction at Customer Peak	<u>Varies based on measure mix</u>
5	Sub-Total Customer Peak kW Reduction	10,721.4
6	% Net to Gross	100.00%
7	Sub-Total Customer Peak kW Reduction	10,721.4
8	% In-Service Rate	100.00%
9	Sub-Total Customer Peak kW Reduction	10,721.4
10	% kW Realization Rate	<u>Varies based on measure mix</u>
11	Sub-Total Customer Peak kW Reduction	10,647.3
12	% Billing Adjustment to Reflect Ratchets (1)	100.00%
13	Sub-Total Customer Peak kW Reduction	10,647.3
14	% Retirement Adjustment	100.00%
15	Total Customer Peak kW Reduction, Full Year	10,647
16	% Annual Savings Achieved in First Year	30.22%
17	Total Customer Peak Red. in First Year	38,878
18	Annualized (x12)	128,656
19	Average Distribution Rate (ADR)	\$ 6.67
20	Total C&I kW LBR	<u>\$ 259,311</u>

**Comments:**

Above schedule mirrors the Template recommended by the LBRWG Report (p.6)

Actual Calculation for LBR New Methodology for Year 2019

Description	Residential kWh	Commercial kWh	C&I kW	Total	Ref.
<b>Legacy (Measures Installed in 2017 and 2018): (1)</b>					
1 1/1/2019 Program Year 2017 Actual LBR Savings (2)	13,603,582	41,328,682	-	54,932,264	Company Records
2 12/31/2019 Program Year 2017 Actual LBR Savings (2)	-	-	-	-	Company Records
3 2019 Average Distribution Rate (ADR)	\$ 0.04184	\$ 0.02689	\$ 6.67	-	DE 17-136, May 29, 2020 filing P.11 of 16
4 Sub-Total LBR	\$ 198,104	\$ 555,664	\$ -	\$ 753,768	Company Records
5 1/1/2019 Program Year 2018 Estimated LBR Savings	15,799,555	57,048,205	-	72,847,760	Company Records
6 12/31/2019 Program Year 2018 Estimated LBR Savings	8,046,870	38,157,478	-	-	Company Records
7 2019 Average Distribution Rate (ADR)	\$ 0.04184	\$ 0.02689	\$ 6.67	-	DE 17-136, May 29, 2020 filing P.11 of 16
8 Sub-Total LBR	\$ 498,867	\$ 1,280,040	\$ -	\$ 1,778,908	Company Records
9 1/1/2019 Sub-Total Legacy (Measures Installed in 2017 and 2018)	29,403,137	98,376,887	-	127,780,024	Line 1 + Line 5
10 12/31/2019 Sub-Total Legacy (Measures Installed in 2017 and 2018)	8,046,870	38,157,478	-	-	Line 2 + Line 6
11 Sub-Total Legacy LBR	\$ 696,971	\$ 1,835,705	\$ -	\$ 2,532,675	Company Records
<b>New Methodology (Measures Installed in 2019 and forward): (3)</b>					
12 Program Year 2019 LBR Savings achieved (annualized)	18,187,591	70,845,870	128,656	-	Company Records
13 Program Year 2019 LBR Savings achieved in 2019	9,093,796	35,422,935	38,878	-	Company Records
14 2019 Average Distribution Rate (ADR)	\$ 0.04184	\$ 0.02689	\$ 6.67	-	DE 17-136, May 29, 2020 filing P.11 of 16
15 Sub-Total LBR	\$ 398,994	\$ 216,530	\$ 259,311	\$ 874,835	Company Records
16 <b>Total LBR - Year 2019</b>	\$ 1,095,965	\$ 2,052,235	\$ 259,311	\$ 3,407,511	Line 11 + Line 15

\*Numbers may not add due to rounding.

Comments

- 1 Legacy portion utilizes old methodology for calculating LBR - i.e. it utilizes a combined ADR for measures installed in 2017 and 2018.
- 2 Actual LBR Savings differ from program savings as the 110% LBR cap was reached
- 3 New methodology disaggregates kWh and kW components as specified in the Settlement Agreement in DE 17-136 (Order No. 26,095)
- 4 12/31/19 Carryforwards include all retirements and rate case reset of LBR