



January 29, 2021

Debra A. Howland  
Executive Director  
NH Public Utilities Commission  
21 S. Fruit Street, Suite 10  
Concord, New Hampshire 03301-2492

Dear Ms. Howland,

Section 4.3, Bates page 35, of the 2018-2020 NH Statewide Energy Efficiency Plan approved by the Commission in its Order No. 26,095 dated January 2, 2018 in Docket DE 17-136 states: "The NH Utilities shall provide notification to the Commission if an individual program's actual expenditures are forecasted to exceed 120 percent of the program's budget."

Please let this letter serve as notification that Unitil's expenditures for two natural gas programs will exceed the 120% threshold requiring notification. These programs are the Home Performance with Energy Star program and the Small Business Energy Solutions program.

Due to the Covid-19 pandemic, participation in our programs slowed dramatically in the first half of 2020, however the NH utilities were able to adjust program parameters which helped to spur demand, resulting in Unitil's over-expenditure in these programs. These adjustments, made in conjunction with all of the NH utilities, included increasing rebate amounts for the residential HPwES program and for technical services in the small business sector.

For reference, the table on the following page depicts the original 2020 budget for the programs that exceeded their original budget by more than 20 percent.

Sincerely,

A handwritten signature in black ink that reads "Mary Downes".

Mary Downes  
Manager, Administration and Compliance  
Unitil Corporation

CUSTOMER ENERGY SOLUTIONS  
325 West Road  
Portsmouth, NH 03801

<b>Program</b>	<b>Original 2020 Budget</b>	<b>2020 Actual Expenditures</b>	<b>Actual as % of Budget</b>	<b>Variance Budget - Actual</b>
Home Performance w Energy Star (gas)	\$222,642	\$274,643	123%	(\$52,000)
Small Business Services (gas)	\$405,248	\$538,619	133%	(\$133,371)