



New Hampshire Statewide Energy Efficiency Programs

4th Quarter Report
January 2020 – December 2020

Docket DE 17-136

March 1, 2021



**4th Quarter Report
 January 2020 - December 2020**

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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	\$ 2,182,676	107%	3,999,877	93%	51,148,377	84%	6,196	167%	94,952	171%	163	148%
All Other Statewide Program	\$ 57,398,185	96%	123,711,078	96%	1,494,657,315	92%	112,311	87%	2,416,724	94%	533,278	160%
Sub-total	\$ 59,580,861	97%	127,710,956	99%	1,545,805,692	92%	118,507	89%	2,511,676	95%	533,441	160%
Company Specific Programs ²	\$ 2,945,147	70%	4,380,496	62%	36,705,102	48%	-	-	-	-	32,505	98%
Total Electric	\$ 62,526,008	95%	132,091,451	95%	1,582,510,793	90%	118,507	89%	2,511,676	95%	565,947	170%
Gas Utilities												
Statewide Programs	\$ 10,288,928	96%	(98,337)		(2,083,352)		170,047	95%	2,885,974	96%	5,485	96%
Company Specific Programs ²	\$ 378,664	130%	-		-		17,232	232%	17,232	63%	38,312	104%
Total Gas	\$ 10,667,592	97%	(98,337)		(2,083,352)		187,279	101%	2,903,206	96%	43,798	103%
Grand Total	\$ 73,193,600	95%	131,993,114	95%	1,580,427,442	90%	305,785	96%	5,414,882	95%	609,744	150%

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	\$ 10,785,902	94%	2,804,355	25,283,047	136%	16,023	338,893	44%	4,364	307%
ENERGY STAR Homes	\$ 2,424,106	67%	1,901,378	40,821,007	118%	16,901	420,566	107%	990	98%
NH Home Performance w/Energy Star	\$ 8,396,643	98%	2,842,580	61,178,897	273%	61,651	1,392,137	103%	1,672	79%
ENERGY STAR Products	\$ 8,315,432	104%	27,551,475	184,398,069	120%	17,685	263,843	372%	524,165	161%
Sub-total	\$ 29,922,082	94%	35,099,788	311,681,020	136%	112,259	2,415,439	94%	531,191	161%
Commercial & Industrial										
Large Business Energy Solutions	\$ 14,521,171	82%	51,639,560	694,952,066	69%	-	-	-	555	33%
Small Business Energy Solutions	\$ 12,954,932	129%	36,971,730	488,024,229	127%	51	1,285	-	1,532	84%
Municipal Program	\$ 2,182,676	107%	3,999,877	51,148,377	84%	6,196	94,952	171%	163	148%
Sub-total	\$ 29,658,779	99%	92,611,167	1,234,124,672	85%	6,247	96,237	173%	2,250	62%
Total Electric	\$ 59,580,861	97%	127,710,956	1,545,805,692	92%	118,507	2,511,676	95%	533,441	160%
Gas Utilities										
Residential										
Home Energy Assistance	\$ 2,103,610	101%	51,710	1,023,111		9,928	193,052	90%	652	175%
ENERGY STAR Homes	\$ 834,356	77%	4,437	95,927		10,327	250,445	80%	243	53%
NH Home Performance w/Energy Star	\$ 1,467,298	127%	171,641	1,393,275		15,829	327,942	135%	682	97%
ENERGY STAR Products	\$ 1,299,467	107%	146,092	2,304,304		15,505	266,028	91%	2,427	86%
Sub-total	\$ 5,704,731	103%	373,880	4,816,617		51,590	1,037,466	97%	4,004	92%
Commercial & Industrial										
Large Business Energy Solutions	\$ 2,043,852	70%	(470,673)	(6,835,610)		73,534	1,049,988	80%	134	72%
Small Business Energy Solutions	\$ 2,540,344	115%	(1,544)	(64,359)		44,923	798,519	61%	1,347	113%
Sub-total	\$ 4,584,196	89%	(472,217)	(6,899,969)		118,457	1,848,508	96%	1,481	108%
Total Gas	\$ 10,288,928	96%	(98,337)	(2,083,352)		170,047	2,885,974	96%	5,485	96%
Grand Total	\$ 69,869,789	97%	127,612,619	1,543,722,340	91%	288,553	5,397,650	96%	538,927	160%

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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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	\$ 235,086	85%	2,341,961	2,341,961	77%	-	-	-	32,443	98%
Customer Engagement Platform	\$ 165,113	62%	-	-	-	-	-	-	-	-
Residential DR Program	\$ 168,453	67%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses ²	\$ 40,475	38%	-	-	-	-	-	-	-	-
Sub-total	\$ 609,126	68%	2,341,961	2,341,961	77%	-	-	-	32,443	98%
Commercial & Industrial										
Smart Start	\$ 36,005	103%	-	-	-	-	-	-	-	-
C&I Customer Partnerships	\$ 1,854	8%	-	-	-	-	-	-	-	-
C&I RFP Program	\$ 962,329	65%	2,038,535	34,363,141	47%	-	-	-	7	10%
Education	\$ 268,320	52%	-	-	-	-	-	-	-	-
Customer Engagement Platform	\$ 231,471	62%	-	-	-	-	-	-	-	-
Large Business DR Initiative	\$ 761,840	125%	-	-	-	-	-	-	55	1.90
Forward Capacity Market Expenses ²	\$ 74,201	36%	-	-	-	-	-	-	-	-
Sub-total	\$ 2,336,021	72%	2,038,535	34,363,141	47%	-	-	-	62	91%
Total Residential and C&I	\$ 2,945,147	90%	4,380,496	36,705,102	50%	-	-	-	32,505	99%
Gas Utilities										
Residential										
Home Energy Reports ³	\$ 344,919	97%	-	-	-	17,232	17,232	44%	38,312	104%
Education	\$ -	-	-	-	-	-	-	-	-	-
Sub-total	\$ 344,919	97%	-	-	-	17,232	17,232	44%	38,312	104%
Commercial & Industrial										
Education	\$ 33,745	32%	-	-	-	-	-	-	-	-
Sub-total	\$ 33,745	32%	-	-	-	-	-	-	-	-
Total Residential and C&I	\$ 378,664	106%	-	-	-	17,232	17,232	44%	38,312	104%
Grand Total	\$ 3,323,811	91%	4,380,496	36,705,102	50%	17,232	17,232	44%	70,818	102%

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) Until'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	\$ 1,201,849	\$ 838,773	\$ 8,110,149	\$ 1,353,131	\$ 11,503,901	\$ 1,676,441	\$ 413,000	\$ 2,089,441	\$ 13,593,342
(Utility Program) Actual	\$ 954,432	\$ 731,532	\$ 7,908,121	\$ 1,191,816	\$ 10,785,902	\$ 1,672,523	\$ 431,087	\$ 2,103,610	\$ 12,889,512
Percent	79%	87%	98%	88%	94%	100%	104%	101%	95%
Program Incentives: Budget ³	\$ 883,359	\$ 594,171	\$ 6,913,994	\$ 947,926	\$ 9,339,450	\$ 1,337,800	\$ 303,667	\$ 1,641,467	\$ 10,980,917
(Utility Program) Actual ⁴	\$ 567,188	\$ 348,956	\$ 7,124,091	\$ 663,505	\$ 8,703,740	\$ 1,228,934	\$ 261,858	\$ 1,490,793	\$ 10,194,533
Percent	64%	59%	103%	70%	93%	92%	86%	91%	93%
Participants Served: Goal	124	85	1,088	122	1,419	302	70	372	1,791
Actual ⁵	205	37	860	204	1,306	557	77	634	1,940
Percent	165%	44%	79%	167%	92%	185%	110%	171%	108%
Collaboration: Actual Collaborated Funds ⁶	\$ 76,371	\$ 165,649	\$ 1,255,452	\$ 127,849	\$ 1,625,322	\$ 185,929	\$ 44,279	\$ 230,209	\$ 1,855,530
Total Actual Expenses (Utility + Collaboration)	\$ 643,559	\$ 514,606	\$ 8,379,543	\$ 791,354	\$ 10,329,062	\$ 1,414,864	\$ 306,138	\$ 1,721,001	\$ 12,050,063
% of Total Actual Expenses	12%	32%	15%	16%	16%	13%	14%	13%	15%
Collaborated Units	12	28	216	19	275	29	4	33	308
% of Total Participants Served	6%	76%	25%	9%	21%	5%	5%	5%	16%
Heating Systems: Actual Incentives	\$ 134,265	\$ 153,400	\$ 815,477	\$ 235,876	\$ 1,339,018	\$ 283,922	\$ 99,136	\$ 383,058	\$ 1,722,076
% of HEA Utility Total Budget	11%	18%	10%	17%	12%	17%	24%	18%	13%
Dwelling Mix:									
Single Family	13	37	273	40	363	47	7	54	417
Multi-Family	192		587	164	943	510	70	580	1523
Total	205	37	860	204	1306	557	77	634	1,940

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	126	12	44	116	135	147	328	218	74	106	1306
Gas	12	0	90	0	0	325	130	7	70	0	634
Total											1,940

* 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. Additionally, collaborated may include some HEA funded heating systems.

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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	132,091	65,117	2,114	(98)	(48)	131,993	65,069	2,114	
Natural Gas	MMBtu	117.080	0.0531	11,305	600	10	187,279	9,944	198,584	10,544	10	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	63,923	4,679	336	-	-	63,923	4,679	336	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	3,013	218	19	-	-	3,013	218	19	
Propane	MMBtu	139.178	0.0631	33,751	2,130	174	-	-	33,751	2,130	174	
Wood	MMBtu	-	-	6,523	-	-	-	-	6,523	-	-	
Wood Pellet	-	-	-	12	-	-	-	-	12	-	-	
Other	MMBtu	-	-	-	-	-	-	-	-	-	-	
Total Annual Emissions Reductions					72,744	2,652		9,896		82,640	2,652	
Lifetime												
Electricity ²	MWH	1,087.000	0.4930	1,582,511	780,131	26,478	(2,083)	(1,027)	1,580,427	779,104	26,478	
Natural Gas	MMBtu	117.080	0.0531	222,386	11,808	230	2,903,206	154,153	3,125,592	165,961	230	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	1,317,486	96,428	5,469	-	-	1,317,486	96,428	5,469	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	64,592	4,673	391	-	-	64,592	4,673	391	
Propane	MMBtu	139.178	0.0631	757,912	47,839	2,789	-	-	757,912	47,839	2,789	
Wood	MMBtu	-	-	94,138	-	-	-	-	94,138	-	-	
Wood Pellet	-	-	-	55,596	-	-	-	-	55,596	-	-	
Other	-	-	-	-	-	-	-	-	-	-	-	
Total Lifetime Emissions Reductions					940,880	35,357		153,126		1,094,006	35,357	

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	Electricity
Home Energy Assistance	9,991	1,875	1,260	2,498	407	12	-	16,043	2,804,355
ENERGY STAR Homes	164	1,774	14,963	-	-	-	-	16,901	1,901,378
NH Home Performance w/Energy Star	40,010	2,928	12,082	515	6,117	-	-	61,651	2,842,580
ENERGY STAR Products	10,137	4,729	2,819	-	-	-	-	17,685	27,551,475
Large Business Energy Solutions	-	-	-	-	-	-	-	-	51,639,560
Small Business Energy Solutions	51	-	-	-	-	-	-	51	36,971,730
Municipal Program	3,569	-	2,627	-	-	-	-	6,196	3,999,877
Company-Specific Programs	-	-	-	-	-	-	-	-	4,380,496
Total	63,923	11,305	33,751	3,013	6,523	12	-	118,527	132,091,451

Program	Gas Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Oil	Natural Gas	LP	Kerosene	Wood	Wood Pellet	Other	Total	Electricity
Home Energy Assistance	-	9,928	-	-	-	-	-	9,928	51,710
ENERGY STAR Homes	-	10,327	-	-	-	-	-	10,327	4,437
NH Home Performance w/Energy Star	-	15,829	-	-	-	-	-	15,829	171,641
ENERGY STAR Products	-	15,505	-	-	-	-	-	15,505	146,092
Large Business Energy Solutions	-	73,534	-	-	-	-	-	73,534	(470,673)
Small Business Energy Solutions	-	44,923	-	-	-	-	-	44,923	(1,544)
Municipal Program	-	-	-	-	-	-	-	-	-
Company-Specific Programs	-	17,232	-	-	-	-	-	17,232	-
	-	187,279	-	-	-	-	-	187,279	(98,337)

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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	\$ 6,064,297	\$ 4,375,805	\$ 47,507,758	\$ 7,743,573	\$ 65,691,434	\$ 8,722,615	\$ 2,429,357	\$ 11,151,972	\$ 76,843,406
	Actual	\$ 5,669,169	\$ 3,693,129	\$ 45,957,424	\$ 7,206,287	\$ 62,526,008	\$ 8,411,895	\$ 2,255,697	\$ 10,667,592	\$ 73,193,600
	Percent	93%	84%	97%	93%	95%	96%	93%	96%	95%
Program Participation	Goal	24,976	50,198	231,332	59,418	365,924	32,031	10,395	42,426	408,350
	Actual	35,022	81,932	356,493	94,095	567,543	30,332	13,466	43,798	611,340
	Percent	140%	163%	154%	158%	155%	95%	130%	103%	150%
Annual kWh Savings	Goal	12,598,839	7,016,661	106,615,917	13,948,953	140,180,370	527,454	57,339	584,792	140,765,162
	Actual	13,724,541	8,357,038	92,611,891	17,397,981	132,091,451	(154,801)	56,464	(98,337)	131,993,114
	Percent	109%	119%	87%	125%	94%				94%
Lifetime kWh Savings	Goal	167,902,537	76,966,456	1,351,574,585	162,980,910	1,759,424,488	7,903,776	783,284	8,687,060	1,768,111,547
	Actual	168,378,249	84,621,763	1,150,897,480	178,613,301	1,582,510,793	(2,766,548)	683,196	(2,083,352)	1,580,427,442
	Percent	100%	110%	85%	110%	90%				89%
Annual MMBtu Savings	Goal	10,946	10,557	103,310	8,741	133,553	147,422	40,312	187,733	321,287
	Actual	5,709	11,177	94,584	7,036	118,507	148,786	38,493	187,279	305,785
	Percent	52%	106%	92%	80%	89%	101%	95%	100%	95%
Lifetime MMBtu Savings	Goal	215,807	212,765	2,029,015	180,322	2,637,909	2,408,424	624,273	3,032,697	5,670,606
	Actual	118,041	239,077	2,014,821	139,737	2,511,676	2,398,054	505,153	2,903,206	5,414,882
	Percent	55%	112%	99%	77%	95%	100%	81%	96%	95%

(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	\$ 1,201,849	\$ 838,773	\$ 8,110,149	\$ 1,353,131	\$ 11,503,901	\$ 1,676,441	\$ 413,000	\$ 2,089,441	\$ 13,593,342
	Actual	\$ 954,432	\$ 731,532	\$ 7,908,121	\$ 1,191,816	\$ 10,785,902	\$ 1,672,523	\$ 431,087	\$ 2,103,610	\$ 12,889,512
	Percent	79%	87%	98%	88%	94%	100%	104%	101%	95%
Program Participation	Goal	124	85	1,088	122	1,419	302	70	372	1,791
	Actual	1,262	2,037	861	204	4,364	575	77	652	5,016
	Percent	1016%	2396%	79%	167%	307%	191%	110%	175%	280%
Annual kWh Savings	Goal	122,542	71,263	1,102,645	77,948	1,374,398	57,179	12,267	69,445	1,443,844
	Actual	514,960	305,343	1,587,896	396,156	2,804,355	48,285	3,425	51,710	2,856,065
	Percent	420%	428%	144%	508%	204%				198%
Lifetime kWh Savings	Goal	1,649,304	968,309	14,764,868	1,147,932	18,530,413	1,155,890	125,219	1,281,110	19,811,523
	Actual	5,883,422	656,285	15,066,610	3,676,729	25,283,047	954,998	68,113	1,023,111	26,306,158
	Percent	357%	68%	102%	320%	136%				133%
Annual MMBtu Savings	Goal	4,890	2,330	26,821	2,948	36,989	8,460	2,137	10,597	47,586
	Actual	947	1,163	13,021	891	16,023	8,033	1,895	9,928	25,951
	Percent	19%	50%	49%	30%	43%	95%	89%	94%	55%
Lifetime MMBtu Savings	Goal	106,013	46,635	557,764	59,095	769,506	170,836	44,343	215,180	984,685
	Actual	13,620	24,748	281,442	19,083	338,893	154,321	38,731	193,052	531,944
	Percent	13%	53%	50%	32%	44%	90%	87%	90%	54%

4th Quarter Report
January 2020 - December 2020

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	\$ 359,195	\$ 540,544	\$ 2,271,812	\$ 446,821	\$ 3,618,372	\$ 874,689	\$ 213,187	\$ 1,087,876	\$ 4,706,248
	Actual	\$ 176,154	\$ 152,386	\$ 1,824,466	\$ 271,100	\$ 2,424,106	\$ 682,875	\$ 151,481	\$ 834,356	\$ 3,258,462
	Percent	49%	28%	80%	61%	67%	78%	71%	77%	69%
Program Participation	Goal	149	89	703	66	1,007	406	49	455	1,462
	Actual	39	39	726	186	990	220	23	243	1,233
	Percent	26%	44%	103%	282%	98%	54%	47%	53%	84%
Annual kWh Savings	Goal	172,776	163,862	1,127,346	98,351	1,562,336	168,486	10,119	178,605	1,740,941
	Actual	148,924	76,546	1,486,542	189,366	1,901,378	1,437	3,000	4,437	1,905,815
	Percent	86%	47%	132%	193%	122%				109%
Lifetime kWh Savings	Goal	3,902,794	3,896,343	24,753,954	2,033,496	34,586,587	3,762,052	160,846	3,922,898	38,509,485
	Actual	3,291,518	1,759,499	32,769,694	3,000,296	40,821,007	35,927	60,000	95,927	40,916,934
	Percent	84%	45%	132%	148%	118%				106%
Annual MMBtu Savings	Goal	1,746	1,491	11,436	1,800	16,473	12,724	1,507	14,231	30,704
	Actual	240	1,945	13,405	1,311	16,901	9,395	932	10,327	27,228
	Percent	14%	130%	117%	73%	103%	74%	62%	73%	89%
Lifetime MMBtu Savings	Goal	41,666	37,137	270,061	45,000	393,865	283,198	29,950	313,148	707,012
	Actual	5,715	48,631	334,497	31,723	420,566	231,815	18,630	250,445	671,011
	Percent	14%	131%	124%	70%	107%	82%	62%	80%	95%

4th Quarter Report
 January 2020 - December 2020

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	\$ 577,162	\$ 670,225	\$ 6,543,680	\$ 801,804	\$ 8,592,870	\$ 933,162	\$ 222,642	\$ 1,155,804	\$ 9,748,675
	Actual	\$ 565,060	\$ 801,644	\$ 6,149,887	\$ 880,051	\$ 8,396,643	\$ 1,196,387	\$ 270,910	\$ 1,467,298	\$ 9,863,941
	Percent	98%	120%	94%	110%	98%	128%	122%	127%	101%
Program Participation	Goal	214	177	1,615	109	2,115	649	54	703	2,818
	Actual	88	139	1,066	379	1,672	593	89	682	2,354
	Percent	41%	79%	66%	348%	79%	91%	165%	97%	84%
Annual kWh Savings	Goal	169,081	168,953	1,178,595	93,440	1,610,069	178,695	20,592	199,287	1,809,356
	Actual	135,614	385,277	2,247,324	74,365	2,842,580	132,016	39,625	171,641	3,014,221
	Percent	80%	228%	191%	80%	177%				167%
Lifetime kWh Savings	Goal	2,389,084	2,861,351	15,477,013	1,666,124	22,393,572	1,066,833	265,566	1,332,399	23,725,971
	Actual	2,929,180	8,451,969	48,607,508	1,190,240	61,178,897	1,016,775	376,500	1,393,275	62,572,172
	Percent	123%	295%	314%	71%	273%				264%
Annual MMBtu Savings	Goal	4,126	6,066	58,069	3,209	71,470	11,796	1,716	13,513	84,983
	Actual	3,985	5,452	47,774	4,440	61,651	13,539	2,290	15,829	77,480
	Percent	97%	90%	82%	138%	86%	115%	133%	117%	91%
Lifetime MMBtu Savings	Goal	65,497	119,858	1,098,218	64,494	1,348,068	209,185	34,137	243,323	1,591,390
	Actual	88,305	126,474	1,094,179	83,179	1,392,137	277,949	49,993	327,942	1,720,079
	Percent	135%	106%	100%	129%	103%	133%	146%	135%	108%

4th Quarter Report
 January 2020 - December 2020

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	\$ 367,436	\$ 858,424	\$ 5,745,856	\$ 1,044,547	\$ 8,016,263	\$ 867,569	\$ 347,114	\$ 1,214,683	\$ 9,230,946
	Actual	\$ 541,473	\$ 938,728	\$ 5,668,661	\$ 1,166,569	\$ 8,315,432	\$ 930,421	\$ 369,047	\$ 1,299,467	\$ 9,614,899
	Percent	147%	109%	99%	112%	104%	107%	106%	107%	104%
Program Participation	Goal	13,846	49,672	225,351	35,887	324,756	2,013	812	2,825	327,581
	Actual	23,778	79,616	350,656	70,115	524,165	2,022	405	2,427	526,592
	Percent	172%	160%	156%	195%	161%	100%	50%	86%	161%
Annual kWh Savings	Goal	844,952	2,710,058	13,830,607	2,269,569	19,655,186	123,094	12,455	135,549	19,790,735
	Actual	1,502,117	3,801,077	17,797,900	4,450,381	27,551,475	130,883	15,209	146,092	27,697,567
	Percent	178%	140%	129%	196%	140%				140%
Lifetime kWh Savings	Goal	6,614,198	18,293,411	111,535,201	16,834,728	153,277,539	1,919,000	196,940	2,115,940	155,393,479
	Actual	11,259,055	22,054,098	122,273,642	28,811,274	184,398,069	2,055,652	248,652	2,304,304	186,702,373
	Percent	170%	121%	110%	171%	120%				120%
Annual MMBtu Savings	Goal	184	424	3,561	734	4,903	11,161	5,827	16,988	21,891
	Actual	297	148	16,846	394	17,685	11,674	3,831	15,505	33,190
	Percent	161%	35%	473%	54%	361%	105%	66%	91%	152%
Lifetime MMBtu Savings	Goal	2,631	5,941	51,633	10,733	70,937	188,881	103,964	292,845	363,782
	Actual	4,391	2,070	251,631	5,752	263,843	198,397	67,631	266,028	529,870
	Percent	167%	35%	487%	54%	372%	105%	65%	91%	146%

4th Quarter Report
January 2020 - December 2020

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	\$ 1,898,824	\$ 624,576	\$ 13,583,836	\$ 1,632,099	\$ 17,739,336	\$ 2,190,676	\$ 740,393	\$ 2,931,069	\$ 20,670,405
	Actual	\$ 1,573,506	\$ 412,886	\$ 11,024,765	\$ 1,510,013	\$ 14,521,171	\$ 1,613,148	\$ 430,704	\$ 2,043,852	\$ 16,565,023
	Percent	83%	66%	81%	93%	82%	74%	58%	70%	80%
Program Participation	Goal	129	39	1,263	248	1,679	92	93	185	1,864
	Actual	89	14	415	37	555	128	6	134	689
	Percent	69%	36%	33%	15%	33%	138%	6%	72%	37%
Annual kWh Savings	Goal	7,475,707	2,564,148	59,273,605	6,050,964	75,364,424	-	-	-	75,364,424
	Actual	6,546,711	2,494,687	35,458,559	7,139,603	51,639,560	(465,339)	(5,334)	(470,673)	51,168,887
	Percent	88%	97%	60%	118%	69%				68%
Lifetime kWh Savings	Goal	106,440,508	33,333,927	790,775,263	77,988,573	1,008,538,271	-	-	-	1,008,538,271
	Actual	89,162,238	34,379,935	478,230,671	93,179,222	694,952,066	(6,755,600)	(80,010)	(6,835,610)	688,116,456
	Percent	84%	103%	60%	119%	69%				68%
Annual MMBtu Savings	Goal	-	-	-	-	-	65,052	19,095	84,147	84,147
	Actual	-	-	-	-	-	60,329	13,206	73,534	73,534
	Percent	-	-	-	-	-	93%	69%	87%	87%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	1,037,113	279,652	1,316,765	1,316,765
	Actual	-	-	-	-	-	889,231	160,757	1,049,988	1,049,988
	Percent	-	-	-	-	-	86%	57%	80%	80%

4th Quarter Report
January 2020 - December 2020

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	\$ 1,208,872	\$ 581,067	\$ 6,678,372	\$ 1,570,430	\$ 10,038,741	\$ 1,805,139	\$ 405,248	\$ 2,210,387	\$ 12,249,128
	Actual	\$ 1,520,012	\$ 370,993	\$ 9,505,311	\$ 1,558,616	\$ 12,954,932	\$ 2,001,609	\$ 538,735	\$ 2,540,344	\$ 15,495,277
	Percent	126%	64%	142%	99%	129%	111%	133%	115%	127%
Program Participation	Goal	247	119	1,189	259	1,814	974	217	1,191	3,005
	Actual	220	68	1,112	132	1,532	1,252	95	1,347	2,879
	Percent	89%	57%	94%	51%	84%	129%	44%	113%	96%
Annual kWh Savings	Goal	3,007,126	1,209,604	20,790,421	4,224,433	29,231,584	-	1,906	1,906	29,233,490
	Actual	3,699,130	932,820	29,143,202	3,196,578	36,971,730	(2,083)	539	(1,544)	36,970,186
	Percent	123%	77%	140%	76%	126%				126%
Lifetime kWh Savings	Goal	40,776,426	15,939,068	273,487,062	54,646,487	384,849,044	-	34,713	34,713	384,883,757
	Actual	50,038,759	12,543,902	383,455,894	41,985,674	488,024,229	(74,300)	9,941	(64,359)	487,959,870
	Percent	123%	79%	140%	77%	127%				127%
Annual MMBtu Savings	Goal	-	-	-	-	-	30,789	8,096	38,885	38,885
	Actual	51	-	-	-	51	33,821	11,101	44,923	44,974
	Percent	-	-	-	-	-	110%	137%	116%	116%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	491,863	126,923	618,787	618,787
	Actual	1,285	-	-	-	1,285	634,347	164,173	798,519	799,804
	Percent	-	-	-	-	-	129%	129%	129%	129%

**4th Quarter Report
 January 2020 - December 2020**

**Program Results
 Municipal Program**

Description		Electric Utilities				Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	
Program Expenses	Budget	\$ 166,713	\$ 163,318	\$ 1,447,985	\$ 265,230	\$ 2,043,245
	Actual	\$ 165,316	\$ 265,325	\$ 1,497,279	\$ 254,756	\$ 2,182,676
	Percent	99%	162%	103%	96%	107%
Program Participation	Goal	11	17	55	27	110
	Actual	14	19	122	8	163
	Percent	125%	112%	222%	30%	148%
Annual kWh Savings	Goal	353,603	128,773	3,364,139	459,247	4,305,763
	Actual	385,597	361,288	2,851,934	401,058	3,999,877
	Percent	109%	281%	85%	87%	93%
Lifetime kWh Savings	Goal	4,938,090	1,674,047	47,452,700	6,812,569	60,877,406
	Actual	5,022,591	4,776,075	36,130,319	5,219,392	51,148,377
	Percent	102%	285%	76%	77%	84%
Annual MMBtu Savings	Goal	-	246	3,423	50	3,718
	Actual	189	2,469	3,538	-	6,196
	Percent	-	1005%	103%	0%	167%
Lifetime MMBtu Savings	Goal	-	3,195	51,338	1,000	55,534
	Actual	4,725	37,155	53,071	-	94,952
	Percent	-	1163%	103%	0%	171%

4th Quarter Report
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Company-Specific Programs
Liberty Utilities, Unitil and the New Hampshire Electric Cooperative

Description		Liberty Utilities		New Hampshire Electric Cooperative		Unitil 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	\$ 121,300	\$ 286,995	\$ 5,000	\$ 153,784	\$ 69,206	
	Actual	\$ 105,358	\$ 289,073	\$ -	\$ 129,728	\$ 55,847	
	Percent	87%	101%	0%	84%	81%	
Program Participation	Goal	10,256	27,594	-	22,700	9,100	
	Actual	9,532	25,541	-	22,911	12,771	
	Percent	93%	93%	-	101%	140%	
Annual kWh Savings	Goal	453,050	-	-	675,000	-	
	Actual	791,487	-	-	1,550,474	-	
	Percent	175%	-	-	230%	-	
Lifetime kWh Savings	Goal	1,192,133	-	-	1,851,000	-	
	Actual	791,487	-	-	1,550,474	-	
	Percent	66%	-	-	84%	-	
Annual MMBtu Savings	Goal	-	7,438	-	-	1,934	
	Actual	-	11,994	-	-	5,238	
	Percent	-	161%	-	-	271%	
Lifetime MMBtu Savings	Goal	-	27,346	-	-	5,304	
	Actual	-	11,994	-	-	5,238	
	Percent	-	44%	-	-	99%	

4th Quarter Report
 January 2020 - December 2020

Program Results
 Company-Specific Programs
 Eversource

Description		Smart Start	Customer	C&I	C&I	Total
		Program	Engagement	RFP	Customer	
		Administration	Platform	Program	Partnerships	
Program Expenses	Budget	\$ 30,000	\$ 640,830	\$ 1,482,952	\$ 23,124	\$ 2,176,905
	Actual	\$ 36,005	\$ 396,584	\$ 962,329	\$ 1,854	\$ 1,396,773
	Percent	120%	62%	65%	8%	64%
Program Participation	Goal	-	-	68	-	68
	Actual	-	-	7	-	7
	Percent	-	-	10%	-	10%
Annual kWh Savings	Goal	-	-	5,948,560	-	5,948,560
	Actual	-	-	2,038,535	-	2,038,535
	Percent	-	-	34%	-	34%
Lifetime kWh Savings	Goal	-	-	73,328,524	-	73,328,524
	Actual	-	-	34,363,141	-	34,363,141
	Percent	-	-	47%	-	47%

4th Quarter Report
 January 2020 - December 2020

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	\$ 72,756	\$ 73,878	\$ 290,517	\$ 74,785	\$ 511,936	\$ 87,944	\$ 18,567	\$ 106,511	\$ 618,447
Actual*	29,155	9,247	209,434	20,485	268,320	25,859	7,886	33,745	302,065
Percent	40%	13%	72%	27%	52%	29%	42%	32%	49%

Activities

Residential Programs

January 24: Lowes, Amherst
 March 5: The Home Depot, Tilton
 April 7: Button Up Workshop
 May 14: Button Up Workshop
 May 27: Button Up Workshop
 June 11: Heat Pump Workshop Part 1
 June 15: Button Up Workshop
 June 18: Heat Pump Workshop Part 2
 August 4: Heat Pump Workshop Part 2
 August 17: Weatherize Upper Valley
 September 21: Home Energy Workshop
 September 24: Home Energy Workshop
 September 30: Home Energy Workshop
 October 6: Home Energy Workshop
 October 7: Home Energy Workshop
 November 18: Home Energy Workshop
 December 9: Advanced Home Energy Workshop

Commercial Programs

February 21: Spring 2020 BOC Training, Lakes Region Community College
 March 6-8: 53rd Annual New Hampshire State Home Show, Manchester
 April 28: Choosing Where to Apply PdM Technologies
 April 28: Acuity Academy : Superior Solutions for Outdoor Lighting & Controls
 April 29: Another Successful Thermal Energy Storage Project
 May 7: Germicidal Ultraviolet Disinfection in the Days of COVID-19
 May 7: Innovative Financing Approaches that are Expanding the Opportunity for EE Upgrades
 May 20: Energy Solutions Center – Gas Heat Pump webinar
 May 27: Existing and Emerging Energy-Efficient Gas Technologies
 May 28: Existing and Emerging Energy-Efficient Gas Technologies
 June 2: Efficient Yields Workshop: Facility Design & Optimization
 July 7: Efficient Yields Workshop: Best Practices on Cultivating with Efficient Lighting
 August 4: Efficient Yields Workshop: HVAC Best Practices
 November 19: 2020 NH Code Training
 December 14: NHSaves Webinar

4th Quarter Report
January 2020 - December 2020

Forward Capacity Market (FCM) Proceeds and Expenses

Description	Electric Utilities				Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	
Estimated Annual FCM Proceeds	\$ 609,155	\$ 100,000	\$ 5,834,218	\$ 746,048	\$ 7,289,421
Estimated Annual FCM Expenses	\$ 90,191	\$ 20,000	\$ 150,000	\$ 51,500	\$ 311,691
Actual FCM Proceeds					
Qtr. 1	\$ 174,548	\$ 28,088	\$ 1,339,168	\$ 188,126	\$ 1,729,930
Qtr. 2	170,107	27,145	1,337,826	189,546	1,724,624
Qtr. 3	139,282	27,020	1,563,126	147,124	1,876,551
Qtr. 4	139,242	24,932	1,559,787	144,709	1,868,670
Total	\$ 623,179	\$ 107,185	\$ 5,799,907	\$ 669,505	\$ 7,199,775
Actual FCM Expenses					
Financial Assurance					
Qtr. 1	\$ -	\$ -	\$ -	\$ -	\$ -
Qtr. 2	-	-	1,000	-	1,000
Qtr. 3	-	-	-	-	-
Qtr. 4	-	-	-	-	-
Total	\$ -	\$ -	\$ 1,000	\$ -	\$ 1,000
Other					
Qtr. 1	\$ 3,512	\$ -	\$ 6,348	\$ 2,551	\$ 12,411
Qtr. 2	29,734	10,387	18,936	10,470	69,526
Qtr. 3	853	-	7,888	8,452	17,193
Qtr. 4	4,604	-	7,714	3,225	15,544
Total	\$ 38,703	\$ 10,387	\$ 40,886	\$ 24,698	\$ 114,674
Total Financial Assurance & Other	\$ 38,703	\$ 10,387.0	\$ 41,886	\$ 24,698	\$ 115,674
Actual Net FCM Proceeds*	\$ 584,475	\$ 96,798	\$ 5,758,021	\$ 644,807	\$ 7,084,101

* 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.

4th Quarter Report
January 2020 - December 2020

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	\$ 7,915	\$ 40,187	\$ 135,642	\$ 75,848	\$ 259,592	\$ 7,635	\$ 37,853	\$ 45,488	\$ 305,080
	External Admin	4,144	13,950	-	1,614	19,708	5,990	739	6,728	26,437
	Rebate/Services	763,826	605,446	7,124,091	954,639	9,448,002	1,465,382	334,284	1,799,666	11,247,668
	Implementation Services	120,484	51,379	187,672	76,160	435,695	85,107	20,993	106,100	541,795
	Marketing	17,740	6,800	150,134	21,636	196,310	51,234	6,848	58,081	254,391
	EM&V	40,324	13,770	310,582	61,919	426,594	57,176	30,371	87,547	514,141
	Total	\$ 954,432	\$ 731,532	\$ 7,908,121	\$ 1,191,816	\$ 10,785,902	\$ 1,672,523	\$ 431,087	\$ 2,103,610	\$ 12,889,512
ENERGY STAR Homes	Internal Admin	\$ 2,346	\$ 8,004	\$ 38,047	\$ 24,004	\$ 72,401	\$ 8,820	\$ 19,356	\$ 28,176	\$ 100,577
	External Admin	1,239	2,659	-	533	4,431	3,125	378	3,503	7,933
	Rebate/Services	125,543	110,104	1,501,089	196,202	1,932,939	566,967	95,043	662,010	2,594,949
	Implementation Services	29,718	28,378	134,266	28,825	221,186	45,999	6,709	52,707	273,894
	Marketing	5,257	1,355	77,086	1,440	85,137	28,133	14,467	42,600	127,737
	EM&V	12,052	1,885	73,979	20,096	108,012	29,832	15,528	45,360	153,372
	Total	\$ 176,154	\$ 152,386	\$ 1,824,466	\$ 271,100	\$ 2,424,106	\$ 682,875	\$ 151,481	\$ 834,356	\$ 3,258,462
HP w/ENERGY STAR	Internal Admin	\$ 3,174	\$ 43,925	\$ 109,443	\$ 40,761	\$ 197,304	\$ 3,513	\$ 20,183	\$ 23,695	\$ 220,999
	External Admin	1,990	17,501	-	953	20,445	3,334	394	3,728	24,172
	Rebate/Services	496,887	655,705	5,409,483	706,852	7,268,927	1,086,344	223,903	1,310,247	8,579,174
	Implementation Services	36,532	62,430	192,045	91,940	382,946	42,391	8,608	50,999	433,945
	Marketing	7,112	7,433	179,344	2,652	196,541	28,977	1,645	30,622	227,164
	EM&V	19,365	14,650	259,572	36,893	330,480	31,828	16,178	48,007	378,487
	Total	\$ 565,060	\$ 801,644	\$ 6,149,887	\$ 880,051	\$ 8,396,643	\$ 1,196,387	\$ 270,910	\$ 1,467,298	\$ 9,863,941
ENERGY STAR Products	Internal Admin	\$ 2,346	\$ 50,673	\$ 112,257	\$ 62,988	\$ 228,265	\$ 10,284	\$ 31,456	\$ 41,740	\$ 270,004
	External Admin	1,267	16,834	-	1,234	19,335	3,100	614	3,713	23,048
	Rebate/Services	489,502	739,731	5,149,242	964,647	7,343,122	813,998	308,230	1,122,228	8,465,350
	Implementation Services	23,803	107,282	21,342	20,237	172,665	44,181	3,145	47,326	219,991
	Marketing	12,227	12,273	197,990	70,492	292,981	29,269	366	29,635	322,617
	EM&V	12,328	11,935	187,830	46,971	259,064	29,590	25,235	54,825	313,888
	Total	\$ 541,473	\$ 938,728	\$ 5,668,661	\$ 1,166,569	\$ 8,315,432	\$ 930,421	\$ 369,047	\$ 1,299,467	\$ 9,614,899

4th Quarter Report
January 2020 - December 2020

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	\$ 1,769	\$ -	\$ 7,429	\$ 1,687	\$ 10,884	\$ 2,225	\$ -	\$ 2,225	\$ 13,109
	External Admin	380	-	-	5,063	5,443	936	-	936	6,379
	Rebate/Services	90,502	-	188,466	117,278	396,246	262,501	51,873	314,374	710,620
	Implementation Services	9,162	-	69,885	11,921	90,968	13,622	3,974	17,596	108,564
	Marketing	-	-	2,403	1,000	3,403	-	-	-	3,403
	EM&V	20,187	3,116	17,477	529	41,309	9,788	-	9,788	51,098
	Total	\$ 122,000	\$ 3,116	\$ 285,659	\$ 137,477	\$ 548,253	\$ 289,073	\$ 55,847	\$ 344,919	\$ 893,173
Total Residential	Internal Admin	\$ 17,550	\$ 142,789	\$ 402,819	\$ 205,288	\$ 768,446	\$ 32,475	\$ 108,848	\$ 141,324	\$ 909,770
	External Admin	9,020	50,944	-	9,397	69,361	16,484	2,124	18,608	87,970
	Rebate/Services	1,966,260	2,110,987	19,372,372	2,939,618	26,389,237	4,195,191	1,013,334	5,208,525	31,597,762
	Implementation Services	219,698	249,469	605,209	229,083	1,303,460	231,300	43,428	274,728	1,578,188
	Marketing	42,335	27,861	606,956	97,220	774,372	137,613	23,326	160,939	935,311
	EM&V	104,256	45,356	849,439	166,408	1,165,459	158,215	87,312	245,527	1,410,986
	Total	\$ 2,359,120	\$ 2,627,407	\$ 21,836,795	\$ 3,647,014	\$ 30,470,336	\$ 4,771,279	\$ 1,278,371	\$ 6,049,650	\$ 36,519,986
Total %	Internal Admin	0.7%	5.4%	1.8%	5.6%	2.5%	0.7%	8.5%	2.3%	2.5%
	External Admin	0.4%	1.9%	0.0%	0.3%	0.2%	0.3%	0.2%	0.3%	0.2%
	Rebate/Services	83.3%	80.3%	88.7%	80.6%	86.6%	87.9%	79.3%	86.1%	86.5%
	Implementation Services	9.3%	9.5%	2.8%	6.3%	4.3%	4.8%	3.4%	4.5%	4.3%
	Marketing	1.8%	1.1%	2.8%	2.7%	2.5%	2.9%	1.8%	2.7%	2.6%
	EM&V	4.4%	1.7%	3.9%	4.6%	3.8%	3.3%	6.8%	4.1%	3.9%
	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	\$ 12,427	\$ 22,277	\$ 275,816	\$ 100,553	\$ 411,073	\$ 8,001	\$ 76,322	\$ 84,323	\$ 495,396
	External Admin	6,547	7,400	-	1,975	15,923	7,827	1,318	9,145	25,068
	Rebate/Services	1,324,910	335,006	9,078,866	1,229,767	11,968,549	1,090,604	247,637	1,338,242	13,306,791
	Implementation Services	147,012	37,090	856,093	102,146	1,142,341	363,121	38,047	401,168	1,543,509
	Marketing	19,697	4,529	371,650	99	395,974	74,050	13,178	87,228	483,203
	EM&V	62,913	6,584	442,341	75,473	587,311	69,545	54,201	123,746	711,057
	Total		\$ 1,573,506	\$ 412,886	\$ 11,024,765	\$ 1,510,013	\$ 14,521,171	\$ 1,613,148	\$ 430,704	\$ 2,043,852
Small Business Energy Solutions	Internal Admin	\$ 8,618	\$ 19,246	\$ 135,602	\$ 96,386	\$ 259,853	\$ 8,818	\$ 41,783	\$ 50,601	\$ 310,454
	External Admin	5,581	6,394	-	1,893	13,867	5,037	722	5,759	19,626
	Rebate/Services	1,343,128	266,309	8,338,607	1,263,237	11,211,282	1,323,091	430,556	1,753,648	12,964,929
	Implementation Services	106,179	69,442	569,904	69,547	815,073	549,627	28,769	578,396	1,393,469
	Marketing	12,566	3,913	237,031	56,026	309,535	61,313	7,218	68,531	378,066
	EM&V	43,939	5,689	224,168	71,527	345,323	53,724	29,686	83,410	428,733
	Total		\$ 1,520,012	\$ 370,993	\$ 9,505,311	\$ 1,558,616	\$ 12,954,932	\$ 2,001,609	\$ 538,735	\$ 2,540,344
Municipal	Internal Admin	\$ 1,492	\$ 14,248	\$ 32,850	\$ 17,205	\$ 65,795	\$ -	\$ -	\$ -	\$ 65,795
	External Admin	449	4,733	-	306	5,488	-	-	-	5,488
	Rebate/Services	145,536	212,180	1,377,009	156,542	1,891,266	-	-	-	1,891,266
	Implementation Services	11,393	27,001	711	68,966	108,071	-	-	-	108,071
	Marketing	1,382	2,952	39,558	-	43,892	-	-	-	43,892
	EM&V	5,064	4,211	47,152	11,737	68,164	-	-	-	68,164
	Total		\$ 165,316	\$ 265,325	\$ 1,497,279	\$ 254,756	\$ 2,182,676	\$ -	\$ -	\$ -
Other*	Internal Admin	\$ 1,575	\$ 514	\$ 54,455	\$ 2,575	\$ 59,120	\$ 1,604	\$ -	\$ 1,604	\$ 60,724
	External Admin	251	171	-	14,375	14,797	314	-	314	15,111
	Rebate/Services	17,388	7,444	1,727,539	139,038	1,891,408	11,299	-	11,299	1,902,707
	Implementation Services	7,085	107	129,902	10,048	147,142	6,947	6,863	13,810	160,952
	Marketing	800	859	61,541	1,628	64,828	2,604	1,024	3,627	68,455
	EM&V	24,116	7,423	119,835	7,351	158,725	3,091	-	3,091	161,817
	Total		\$ 51,215	\$ 16,518	\$ 2,093,272	\$ 175,015	\$ 2,336,021	\$ 25,859	\$ 7,886	\$ 33,745

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

4th Quarter Report
January 2020 - December 2020

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	\$ 24,112	\$ 56,286	\$ 498,723	\$ 216,719	\$ 795,840	\$ 18,423	\$ 118,105	\$ 136,528	\$ 932,368
	External Admin	12,828	18,698	-	18,549	50,075	13,178	2,041	15,218	65,294
	Rebate/Services	2,830,962	820,939	20,522,020	2,788,584	26,962,505	2,424,994	678,194	3,103,188	30,065,693
	Implementation Services	271,669	133,640	1,556,611	250,707	2,212,627	919,695	73,679	993,374	3,206,001
	Marketing	34,445	12,252	709,779	57,753	814,229	137,967	21,420	159,387	973,616
	EM&V	136,032	23,907	833,495	166,088	1,159,523	126,360	83,887	210,247	1,369,770
	Total		\$ 3,310,049	\$ 1,065,722	\$ 24,120,628	\$ 3,498,400	\$ 31,994,800	\$ 3,640,616	\$ 977,325	\$ 4,617,942
Total C&I and Municipal %	Internal Admin	0.7%	5.3%	2.1%	6.2%	2.5%	0.5%	12.1%	3.0%	2.5%
	External Admin	0.4%	1.8%	0.0%	0.5%	0.2%	0.4%	0.2%	0.3%	0.2%
	Rebate/Services	85.5%	77.0%	85.1%	79.7%	84.3%	66.6%	69.4%	67.2%	82.1%
	Implementation Services	8.2%	12.5%	6.5%	7.2%	6.9%	25.3%	7.5%	21.5%	8.8%
	Marketing	1.0%	1.1%	2.9%	1.7%	2.5%	3.8%	2.2%	3.5%	2.7%
	EM&V	4.1%	2.2%	3.5%	4.7%	3.6%	3.5%	8.6%	4.6%	3.7%
	Total		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	\$ 41,662	\$ 199,075	\$ 901,542	\$ 422,007	\$ 1,564,287	\$ 50,898	\$ 226,953	\$ 277,851	\$ 1,842,138
	External Admin	21,848	69,643	-	27,946	119,437	29,662	4,164	33,827	153,263
	Rebate/Services	4,797,223	2,931,925	39,894,392	5,728,202	53,351,741	6,620,186	1,691,527	8,311,713	61,663,454
	Implementation Services	491,368	383,110	2,161,820	479,790	3,516,087	1,150,995	117,107	1,268,102	4,784,189
	Marketing	76,780	40,113	1,316,735	154,973	1,588,602	275,580	44,746	320,325	1,908,927
	EM&V	240,288	69,264	1,682,935	332,496	2,324,982	284,575	171,199	455,774	2,780,756
	Total		\$ 5,669,169	\$ 3,693,129	\$ 45,957,424	\$ 7,145,414	\$ 62,465,135	\$ 8,411,895	\$ 2,255,697	\$ 10,667,592
Grand Total % (Residential, C&I and Municipal)	Internal Admin	0.7%	5.4%	2.0%	5.9%	2.5%	0.6%	10.1%	2.6%	2.5%
	External Admin	0.4%	1.9%	0.0%	0.4%	0.2%	0.4%	0.2%	0.3%	0.2%
	Rebate/Services	84.6%	79.4%	86.8%	80.2%	85.4%	78.7%	75.0%	77.9%	84.3%
	Implementation Services	8.7%	10.4%	4.7%	6.7%	5.6%	13.7%	5.2%	11.9%	6.5%
	Marketing	1.4%	1.1%	2.9%	2.2%	2.5%	3.3%	2.0%	3.0%	2.6%
	EM&V	4.2%	1.9%	3.7%	4.7%	3.7%	3.4%	7.6%	4.3%	3.8%
	Total		100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

4th Quarter Report
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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	\$ 370,858	\$ 230,637	\$ 2,375,388	\$ 440,493	\$ 3,417,376	\$ 436,131	\$ 122,650	\$ 558,781	\$ 3,976,157
	Actual	\$ 240,288	\$ 69,264	\$ 1,682,935	\$ 332,496	\$ 2,324,982	\$ 284,575	\$ 171,199	\$ 455,774	\$ 2,780,756
	Percent	65%	30%	71%	75%	68%	65%	140%	82%	70%

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	Completed: Q3 2020
Home Performance with Energy Star Impact and Process Evaluation	\$247,718	Opinion Dynamics Corporation	Completed: Q3 2020
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	Completed: Q3 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.		
C&I Demand Response Pilot Evaluation	approx. \$20,000 of the \$387,000 total for MA, CT & NH	ERS	Completed: Q1 2020
Energy Efficiency Potential Study	\$880,000	Dunsky	Completed: Q4 2020
Bill & Rate Impacts Analysis	\$97,000	Synapse Energy Economics, Inc.	Completed: Q3 2020
Technical Reference Manual Review	\$79,500	ERS	Completed: Q3 2020
Lighting Suppliers Study	\$24,000	NMR	Completed: Q3 2020
Lighting Sales Data Analysis	\$10,250	NMR	Completed: Q4 2020
Large Business Impact & Process Evaluation	TBD	TBD	In Contracting
Baseline & Industry Standard Practice Evaluation	TBD	TBD	In Contracting

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

4th Quarter Report
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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	\$ 953,000	\$ 396,062	\$ 690,000	\$ 1,175,250	\$ 875,000	\$ 308,000	
Less: Loans	1,060,776	636,595	1,736,761	1,478,403	66,281	20,718	
Plus: Loan Payments Received	512,859	570,494	1,421,491	1,217,031	15,087	8,291	
Less Bad Debt (\$ Written Off)	22,702	-	-	71,830	-	-	
Current Balance	382,382	329,961	374,730	842,048	823,806	295,573	
Less: Loans in Process	-	5,983	-	-	-	-	
Less: Potential Loans	-	-	-	300,000	-	-	
Amount Available to Loan	\$ 382,382	\$ 323,978	\$ 374,730	\$ 542,048	\$ 823,806	\$ 295,573	
Maximum Loans and Maximum Term							
Residential	Maximum Loan Maximum Term	\$ 7,500 7 years	\$ 7,500 7 years	\$ 7,500 7 years	\$ 7,500 7 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	4 \$ 1,877	11 \$ 1,545	20 \$ 1,707	11 \$ 3,146	11 \$ 2,339	3 \$ 2,747
Municipal and C&I ²	No. of Projects Financed Average Loan Amount	7 6,970	- N/A	35 6,292	9 6,131	- 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.

**4th Quarter Report
January 2020 - December 2020**

Smart Start Program

Description	NHEC	Eversource
Year-to-Date Amount Available to Loan		
Loan Fund Balance ¹	\$ 755,997	\$ 487,753
Less: Year-to-Date Loans	-	890,201
Plus: Loan Repayments (excluding reserve for bad debt)	71,980	1,833,282
Current Balance	\$ -	\$ 1,430,834
Less: Loans in Process	-	-
Less: Potential Loans	-	-
Less: Future Committed Loans	-	2,292,786
Add: Anticipated Loan Repayments Thru Year End	827,977	-
Amount Available to Loan	\$ -	\$ (861,952)
Year-to-Date Reserve for Bad Debt (Uncollectibles)		
Initial Balance ¹	\$ -	\$ 68,036
Plus: Bad Debt Collections ²	-	56,502
Less: Bad Debt Charges	-	-
Ending Balance	\$ -	\$ 124,538
Year-to-date Administrative and Implementation Expenses ³	\$ -	\$ 35,822
Year-to-date Payments to Contractors Supporting Customer Projects	\$ -	\$ 890,201
Year-to-date Performance Incentive ⁴	\$ -	\$ 67,802
Year-to-date Project Financing Information		
Municipal and C&I ⁵		
No. of Projects Financed	-	4
Total Loan Amount	\$ -	\$ 890,201
Average Loan Amount	\$ -	\$ 222,550
Lifetime kWh Savings ⁶	-	3,343,457
Lifetime MMBTU Savings ⁶	-	-
Lifetime kWh Savings ⁷	-	-
Lifetime MMBTU Savings ⁷	-	-
Lifetime Electric Bill Savings	\$ -	\$ 42,248

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	\$ 11,942	\$ 50,397	\$ 1,500	\$ 69,630	\$ 7,964	\$ 3,200	\$ 11,164	\$ 80,794
Less: Interest Rate Buy-Downs Paid	\$ 507	\$ 2,898	\$ 8,215	\$ 3,780	\$ 15,400	\$ 1,980	\$ -	\$ 1,980	\$ 17,380
Remaining Budget	\$ 5,284	\$ 9,044	\$ 42,182	\$ (2,280)	\$ 54,230	\$ 5,984	\$ 3,200	\$ 9,184	\$ 63,414
Less: Potential Interest Rate Buy-Downs ¹	\$ 1,717	\$ -	\$ -	\$ -	\$ 1,717	\$ 1,980	\$ -	\$ 1,980	\$ 3,697
Amount Available for Interest Rate Buy-Downs	\$ 3,567	\$ 9,044	\$ 42,182	\$ (2,280)	\$ 52,513	\$ 4,004	\$ 3,200	\$ 7,204	\$ 59,717
Year-to-date Project Loan Information									
No. of Projects Financed	3	3	12	4	22	1	-	1	23
Total Project Cost ²	\$ 26,040	\$ 33,997	\$ 161,258	\$ 49,323	\$ 270,617	\$ 21,472	\$ -	\$ 21,472	\$ 292,090
Average Project Cost ²	\$ 8,680	\$ 11,332	\$ 13,438	\$ 12,331	\$ 12,301	\$ 21,472	\$ -	\$ 21,472	\$ 12,700
Total Loan Amount	\$ 8,521	\$ 24,746	\$ 85,460	\$ 33,725	\$ 152,453	\$ 8,643	\$ -	\$ 8,643	\$ 161,096
Average Loan Amount	\$ 2,840	\$ 8,249	\$ 7,122	\$ 8,431	\$ 6,930	\$ 8,643	\$ -	\$ 8,643	\$ 7,004
Average Loan Term (years)	2.7	5.3	4.2	5.5	4.4	5.0	-	5.0	4.4
Total Interest Rate Buy-Down Amount	\$ 507	\$ 2,898	\$ 8,215	\$ 3,780	\$ 15,400	\$ 1,980	\$ -	\$ 1,980	\$ 17,380
Average Interest Rate Buy-Down Amount	\$ 169	\$ 966	\$ 685	\$ 945	\$ 700	\$ 1,980	\$ -	\$ 1,980	\$ 756
Average Gross Interest Rate	6.33%	6.49%	6.66%	5.99%	6.47%	5.99%	-	5.99%	6.45%
Average Customer Interest Rate	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
Average Sq. Footage of Home (HPWES Projects)	1,997	1,753	1,903	4,000	2,276	6,826	-	6,826	2,474
Total Estimated Annual Space Heating Energy Savings (MMBtu) ³	82	143	574	-	799	118	-	118	917
Average Estimated Annual Space Heating Energy Savings (MMBtu)	12	48	48	-	36	118	0	118	40
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.

4th Quarter Report
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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	1,262	5,883,422	2,037	656,285	861	15,066,610	204	3,676,729	4,364	25,283,047
Expenses / Lifetime MMBtu Savings	\$954,432	13,620	\$731,532	24,748	\$7,908,121	281,442	\$1,191,816	19,083	\$10,785,902	338,893
Home Performance w/ENERGY STAR										
Number of Rebates / Lifetime kWh Savings	88	2,929,180	139	8,451,969	1,066	48,607,508	379	1,190,240	1,672	61,178,897
Expenses / Lifetime MMBtu Savings	\$565,060	88,305	\$801,644	126,474	\$6,149,887	1,094,179	\$880,051	83,179	\$8,396,643	1,392,137
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	39	3,291,518	39	1,759,499	726	32,769,694	186	3,000,296	990	40,821,007
Expenses / Lifetime MMBtu Savings	\$176,154	5,715	\$152,386	48,631	\$1,824,466	334,497	\$271,100	31,723	\$2,424,106	420,566
ENERGY STAR Products										
Number of Rebates / Lifetime kWh Savings	23,778	11,259,055	79,616	22,054,098	350,656	122,273,642	70,115	28,811,274	524,165	184,398,069
Expenses / Lifetime MMBtu Savings	\$541,473	4,391	\$938,728	2,070	\$5,668,661	251,631	\$1,166,569	5,752	\$8,315,432	263,843
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	89	89,162,238	14	34,379,935	415	478,230,671	37	93,179,222	555	694,952,066
Expenses / Lifetime MMBtu Savings	\$1,573,506	0	\$412,886	0	\$11,024,765	0	\$1,510,013	0	\$14,521,171	1,285
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	220	50,038,759	68	12,543,902	1,112	383,455,894	132	41,985,674	1,532	488,024,229
Expenses / Lifetime MMBtu Savings	\$1,520,012	1,285	\$370,993	0	\$9,505,311	0	\$1,558,616	0	\$12,954,932	1,285
Municipal Program										
Number of Participants / Lifetime kWh Savings	14	5,022,591	19	4,776,075	122	36,130,319	8	5,219,392	163	51,148,377
Expenses / Lifetime MMBtu Savings	\$165,316	4,725	\$265,325	37,155	\$1,497,279	53,071	\$254,756	0	\$2,182,676	94,952
Educational Programs										
Expenses	\$29,155		\$9,247		\$209,434		\$20,485		\$268,320	
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	9,532	791,487	0	0	7	34,363,141	22,911	1,550,474	32,450	36,705,102
Expenses / Lifetime MMBtu Savings	\$144,061	0	\$10,388	0	\$2,133,493	0	\$154,427	0	\$2,442,369	0
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$0		\$36,005		\$0		\$36,005	
Total Program Expenses	\$5,669,169		\$3,693,129		\$45,957,424		\$7,007,834		\$62,327,555	

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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	1,131	5,272,273	1,799	579,493	775	13,553,379	184	3,314,538	3,888	22,719,683
Expenses / Lifetime MMBtu Savings	\$855,289	12,205	\$645,936	21,852	\$7,113,860	253,175	\$1,074,411	17,203	\$9,689,497	304,435
Home Performance w/ENERGY STAR										
Number of Rebates / Lifetime kWh Savings	88	2,929,180	139	8,451,969	1,066	48,607,508	379	1,190,240	1,623	61,541,235
Expenses / Lifetime MMBtu Savings	\$565,060	88,305	\$801,644	126,474	\$6,149,887	1,094,179	\$880,051	83,179	\$8,396,643	1,309,547
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	39	3,291,518	39	1,759,499	726	32,769,694	186	3,000,296	990	40,821,007
Expenses / Lifetime MMBtu Savings	\$176,154	5,715	\$152,386	48,631	\$1,824,466	334,497	\$271,100	31,723	\$2,424,106	420,566
ENERGY STAR Products										
Number of Rebates / Lifetime kWh Savings	23,778	11,259,055	79,616	22,054,098	350,656	122,273,642	70,115	28,811,274	500,476	262,301,252
Expenses / Lifetime MMBtu Savings	\$541,473	4,391	\$938,728	2,070	\$5,668,661	251,631	\$1,166,569	5,752	\$8,315,432	259,452
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	89	89,162,238	14	34,379,935	415	478,230,671	37	93,179,222	686	655,828,587
Expenses / Lifetime MMBtu Savings	\$1,573,506	0	\$412,886	0	\$11,024,765	0	\$1,510,013	0	\$14,521,171	1,285
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	220	50,038,759	68	12,543,902	1,112	383,455,894	132	41,985,674	1,532	488,024,229
Expenses / Lifetime MMBtu Savings	\$1,520,012	1,285	\$370,993	0	\$9,505,311	0	\$1,558,616	0	\$12,954,932	1,285
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	\$29,155		\$9,247		\$209,434		\$20,485		\$268,320	
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	9,532	791,487	0	0	7	34,363,141	22,911	1,550,474	32,450	36,705,102
Expenses / Lifetime MMBtu Savings	\$144,061	0	\$10,388	0	\$2,133,493	0	\$154,427	0	\$2,442,369	0
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$0		\$36,005		\$0		\$36,005	
Total Program Expenses	\$5,404,710		\$3,342,207		\$43,665,884		\$6,635,673		\$59,048,474	

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

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 January 2020 - December 2020
 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	131	611,149	238	76,792	86	1,513,231	20	362,191	476	2,563,364
Expenses / Lifetime MMBtu Savings	\$99,143	1,415	\$85,597	2,896	\$794,261	28,267	\$117,405	1,880	\$1,096,405	34,457
Municipal Program										
Number of Participants / Lifetime kWh Savings	14	5,022,591	19	4,776,075	122	36,130,319	8	5,219,392	163	51,148,377
Expenses / Lifetime MMBtu Savings	\$165,316	4,725	\$265,325	37,155	\$1,497,279	53,071	\$254,756	0	\$2,182,676	94,952
Total Program Expenses	\$264,459		\$350,922		\$2,291,540		\$372,161		\$3,279,081	

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

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

	LU-Gas		Unitil-Gas		Total	
Home Energy Assistance						
Number of Units	575		77		652	
Expenses / Lifetime MMBtu Savings	\$1,672,523	154,321	\$431,087	38,731	\$2,103,610	193,052
Home Performance w/ENERGY STAR						
Number of Units	593		89		682	
Expenses / Lifetime MMBtu Savings	\$1,196,387	277,949	\$270,910	49,993	\$1,467,298	327,942
ENERGY STAR Homes						
Number of Homes	220		23		243	
Expenses / Lifetime MMBtu Savings	\$682,875	231,815	\$151,481	18,630	\$834,356	250,445
ENERGY STAR Products						
Number of Rebates	2,022		405		2,427	
Expenses / Lifetime MMBtu Savings	\$930,421	198,397	\$369,047	67,631	\$1,299,467	266,028
Large Business Energy Solutions						
Number of Participants	128		6		134	
Expenses / Lifetime MMBtu Savings	\$1,613,148	889,231	\$430,704	160,757	\$2,043,852	1,049,988
Small Business Energy Solutions						
Number of Participants	1,252		95		1,347	
Expenses / Lifetime MMBtu Savings	\$2,001,609	634,347	\$538,735	164,173	\$2,540,344	798,519
Educational Programs						
Expenses	\$25,859		\$7,886		\$33,745	
Company Specific Programs / FCM Expenses						
Number of Participants	25,541		0		25,541	
Expenses / Lifetime MMBtu Savings	\$289,073	11,994	\$55,847	0	\$344,919	11,994
Total Program Expenses	\$8,411,895		\$2,255,697		\$10,667,592	

**4th Quarter Report
January 2020 - December 2020**

Demand Reduction Initiative

Description		Electric Utilities		Grand Total
		Eversource	Unitil	
C&I DR Program Expenses	Budget	\$ 380,187	\$ 227,343	\$ 607,530
	Actual	\$ 624,260	\$ 137,580	\$ 761,840
	Percent	164%	61%	125%
Program Participation	Goal	20	9	29
	Actual	43	13	56
	Percent	215%	144%	193%
kW Savings	Goal	6,500	2,800	9,300
	Actual	10,889	2,502	13,392
	Percent	168%	89%	144%
Residential DR Program Expenses	Budget	\$ 128,459	\$ 122,100	\$ 250,559
	Actual	\$ 107,580	\$ 60,873	\$ 168,453
	Percent	84%	50%	67%
Program Participation	Goal	1,020	510	1,530
	Actual	1,485	111	1,596
	Percent	146%	22%	104%
kW Savings	Goal	600	300	900
	Actual	1,087	36	1,122
	Percent	181%	12%	125%

Notes:

1) A detailed description of the Demand Reduction Initiative is included in the 2020 Demand Reduction Initiatives Supplemental Information filing dated February 28, 2020. That filing provides detailed background information about the program as well as the estimated savings resulting from of the 2019 initiative.