



May 10, 2023

**VIA ELECTRONIC MAIL**

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

**Re: Unitil Energy Systems, Inc.  
Petition for Approval of Default Service Solicitation and  
Proposed Default Service Tariffs: Docket No. DE 22-017  
Quarterly Customer Migration Report**

Dear Secretary Howland:

On behalf of Unitil Energy Systems, Inc. ("UES"), enclosed please find UES' Quarterly Customer Migration Report. The Customer Migration Report shows monthly retail sales and customer counts supplied by competitive generation, total retail sales and customer counts (the sum of default service and competitive generation) and the percentage of sales and customers supplied by competitive generation. The report provides a rolling 13-month history which covers the period from March 2022 through March 2023.

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

Sincerely,

A handwritten signature in black ink that reads "Lisa S. Glover".

Lisa S. Glover  
Senior Energy Analyst

Enclosures

cc: Patrick Taylor, Esq.  
Tanya Wayland, Dept. of Energy (via email)  
Steve Eckberg, Dept. of Energy (via email)  
Al-Azad Iqbal, PUC (via email)  
Donald Kreis, Consumer Advocate (via email)

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Unitil Energy Systems, Inc.  
Customer Migration Report

RETAIL SALES (kWh) by CUSTOMER CLASS  
Competitive Generation Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Mar-22	3,870,882	10,899,316	21,985,561	240,751	36,996,510
Apr-22	3,273,835	10,086,686	20,481,385	209,377	34,051,283
May-22	3,218,206	10,509,899	21,683,653	202,899	35,614,657
Jun-22	3,500,375	11,611,107	23,480,054	200,324	38,791,860
Jul-22	4,273,979	13,112,470	24,496,634	201,440	42,084,523
Aug-22	5,154,932	14,453,964	26,957,718	200,561	46,767,175
Sep-22	3,794,741	12,860,402	24,670,643	199,127	41,524,913
Oct-22	2,862,084	10,375,882	21,107,218	198,498	34,543,682
Nov-22	2,933,584	10,238,312	21,191,065	199,947	34,562,908
Dec-22	3,879,422	10,672,352	21,156,116	202,081	35,909,971
Jan-23	4,730,373	12,110,418	22,112,508	212,870	39,166,169
Feb-23	4,608,701	12,237,717	22,584,391	214,437	39,645,246
Mar-23	4,709,408	12,160,978	21,865,056	208,448	38,943,890

RETAIL SALES (kWh) by CUSTOMER CLASS  
Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Mar-22	43,276,594	25,954,431	26,228,654	549,971	96,009,650
Apr-22	35,040,709	22,695,126	24,425,385	516,075	82,677,295
May-22	33,992,121	23,116,055	25,732,657	510,822	83,351,655
Jun-22	38,566,936	24,905,070	28,252,964	509,134	92,234,104
Jul-22	48,304,769	28,580,240	29,356,375	509,264	106,750,648
Aug-22	59,831,947	32,264,080	32,469,634	508,645	125,074,306
Sep-22	44,570,293	27,744,867	29,690,676	507,232	102,513,068
Oct-22	32,232,739	21,931,980	25,213,654	506,510	79,884,883
Nov-22	32,363,667	21,656,113	25,193,812	503,465	79,717,057
Dec-22	40,627,657	23,545,721	24,876,662	504,010	89,554,050
Jan-23	47,305,507	26,642,405	25,920,706	504,254	100,372,872
Feb-23	44,402,356	26,447,721	26,286,240	503,151	97,639,468
Mar-23	41,554,185	25,652,080	25,648,820	537,706	93,392,791

RETAIL SALES (kWh) by CUSTOMER CLASS

Mar-22	8.9%	42.0%	83.8%	43.8%	38.5%
Apr-22	9.3%	44.4%	83.9%	40.6%	41.2%
May-22	9.5%	45.5%	84.3%	39.7%	42.7%
Jun-22	9.1%	46.6%	83.1%	39.3%	42.1%
Jul-22	8.8%	45.9%	83.4%	39.6%	39.4%
Aug-22	8.6%	44.8%	83.0%	39.4%	37.4%
Sep-22	8.5%	46.4%	83.1%	39.3%	40.5%
Oct-22	8.9%	47.3%	83.7%	39.2%	43.2%
Nov-22	9.1%	47.3%	84.1%	39.7%	43.4%
Dec-22	9.5%	45.3%	85.0%	40.1%	40.1%
Jan-23	10.0%	45.5%	85.3%	42.2%	39.0%
Feb-23	10.4%	46.3%	85.9%	42.6%	40.6%
Mar-23	11.3%	47.4%	85.2%	38.8%	41.7%

Unitil Energy Systems, Inc.  
Customer Migration Report

CUSTOMER COUNT by CLASS  
Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Mar-22	5,626	2,778	130	330	8,864
Apr-22	5,825	2,814	131	338	9,108
May-22	5,821	2,824	131	339	9,115
Jun-22	5,807	2,781	130	341	9,059
Jul-22	5,774	2,780	132	340	9,026
Aug-22	5,696	2,791	132	342	8,961
Sep-22	5,621	2,789	131	342	8,883
Oct-22	5,598	2,809	132	346	8,885
Nov-22	5,778	2,816	132	355	9,081
Dec-22	6,063	2,953	134	380	9,530
Jan-23	6,219	3,017	134	387	9,757
Feb-23	6,538	3,073	134	394	10,139
Mar-23	7,307	3,149	134	403	10,993

CUSTOMER COUNT by CLASS  
Total Customers

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Mar-22	68,165	11,267	168	1,639	81,239
Apr-22	67,356	11,162	168	1,638	80,324
May-22	67,375	11,156	168	1,637	80,336
Jun-22	67,338	11,154	167	1,635	80,294
Jul-22	67,350	11,159	168	1,633	80,310
Aug-22	67,410	11,167	169	1,632	80,378
Sep-22	67,461	11,172	170	1,630	80,433
Oct-22	67,630	11,200	170	1,626	80,626
Nov-22	68,598	11,296	172	1,626	81,692
Dec-22	68,629	11,251	171	1,627	81,678
Jan-23	68,658	11,254	171	1,626	81,709
Feb-23	68,659	11,263	171	1,623	81,716
Mar-23	68,639	11,258	168	1,623	81,688

CUSTOMER COUNT by CLASS  
Percentage of Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Jan-22	8.0%	24.9%	76.8%	20.3%	10.7%
Feb-22	8.0%	24.8%	76.8%	20.3%	10.7%
Mar-22	7.9%	24.8%	75.6%	20.3%	10.6%
Apr-22	7.9%	25.0%	75.6%	20.3%	10.7%
May-22	7.7%	24.5%	75.6%	19.7%	10.4%
Jun-22	7.8%	24.4%	77.2%	19.7%	10.5%
Jul-22	7.8%	24.2%	77.4%	19.8%	10.4%
Aug-22	8.0%	24.4%	77.5%	19.9%	10.6%
Sep-22	8.3%	24.9%	76.5%	20.2%	11.0%
Oct-22	8.6%	25.1%	77.1%	20.8%	11.3%
Nov-22	8.5%	25.0%	76.2%	20.8%	11.2%
Dec-22	8.5%	24.7%	76.0%	21.0%	11.1%
Jan-23	8.4%	24.7%	77.2%	20.9%	11.0%
Feb-23	8.3%	24.8%	77.2%	21.1%	11.0%
Mar-23	8.2%	24.8%	78.0%	21.1%	10.9%