



December 9, 2022

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 September 2021 through September 2022.

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: Gary Epler, Esq.
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
Sep-21	3,932,542	12,748,683	25,789,135	261,177	42,731,537
Oct-21	2,813,733	10,607,662	21,676,792	258,308	35,356,495
Nov-21	2,881,974	9,826,586	20,296,267	255,736	33,260,563
Dec-21	3,700,400	10,638,778	21,522,291	252,960	36,114,429
Jan-22	4,331,914	11,373,471	21,817,414	251,656	37,774,455
Feb-22	4,023,246	10,949,217	21,792,206	252,992	37,017,661
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

RETAIL SALES (kWh) by CUSTOMER CLASS
Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Sep-21	49,549,260	28,366,436	31,233,773	577,926	109,727,395
Oct-21	34,598,039	23,022,256	26,570,782	574,956	84,766,033
Nov-21	34,569,087	21,673,292	24,643,173	571,148	81,456,700
Dec-21	44,465,313	24,823,960	26,229,003	567,396	96,085,672
Jan-22	51,683,735	27,415,416	26,241,532	562,095	105,902,778
Feb-22	47,617,490	26,810,354	25,990,364	558,907	100,977,115
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

RETAIL SALES (kWh) by CUSTOMER CLASS
Competitive Generation Sales as a Percentage of Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Sep-21	7.9%	44.9%	82.6%	45.2%	38.9%
Oct-21	8.1%	46.1%	81.6%	44.9%	41.7%
Nov-21	8.3%	45.3%	82.4%	44.8%	40.8%
Dec-21	8.3%	42.9%	82.1%	44.6%	37.6%
Jan-22	8.4%	41.5%	83.1%	44.8%	35.7%
Feb-22	8.4%	40.8%	83.8%	45.3%	36.7%
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%

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
Sep-21	5,395	2,789	127	333	8,644
Oct-21	5,335	2,787	127	333	8,582
Nov-21	5,201	2,735	127	323	8,386
Dec-21	5,222	2,719	129	322	8,392
Jan-22	5,232	2,704	130	323	8,389
Feb-22	5,369	2,722	131	324	8,546
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

CUSTOMER COUNT by CLASS
Total Customers

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Sep-21	68,165	11,267	168	1,639	81,239
Oct-21	67,356	11,162	168	1,638	80,324
Nov-21	67,375	11,156	168	1,637	80,336
Dec-21	67,338	11,154	167	1,635	80,294
Jan-22	67,350	11,159	168	1,633	80,310
Feb-22	67,410	11,167	169	1,632	80,378
Mar-22	67,461	11,172	170	1,630	80,433
Apr-22	67,630	11,200	170	1,626	80,626
May-22	68,598	11,296	172	1,626	81,692
Jun-22	68,629	11,251	171	1,627	81,678
Jul-22	68,658	11,254	171	1,626	81,709
Aug-22	68,659	11,263	171	1,623	81,716
Sep-22	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
Mar-21	8.3%	25.8%	76.7%	19.3%	11.0%
Apr-21	8.2%	25.7%	76.7%	19.3%	11.0%
May-21	8.1%	25.4%	76.8%	19.3%	10.8%
Jun-21	8.1%	25.0%	77.4%	20.6%	10.8%
Jul-21	8.0%	24.9%	76.8%	20.3%	10.7%
Aug-21	8.0%	24.8%	76.8%	20.3%	10.7%
Sep-21	7.9%	24.8%	75.6%	20.3%	10.6%
Oct-21	7.9%	25.0%	75.6%	20.3%	10.7%
Nov-21	7.7%	24.5%	75.6%	19.7%	10.4%
Dec-21	7.8%	24.4%	77.2%	19.7%	10.5%
Jan-22	7.8%	24.2%	77.4%	19.8%	10.4%
Feb-22	8.0%	24.4%	77.5%	19.9%	10.6%
Mar-22	8.3%	24.9%	76.5%	20.2%	11.0%
Apr-22	8.6%	25.1%	77.1%	20.8%	11.3%
May-22	8.5%	25.0%	76.2%	20.8%	11.2%
Jun-22	8.5%	24.7%	76.0%	21.0%	11.1%
Jul-22	8.4%	24.7%	77.2%	20.9%	11.0%
Aug-22	8.3%	24.8%	77.2%	21.1%	11.0%
Sep-22	8.2%	24.8%	78.0%	21.1%	10.9%