



73 W. Brook Street, Manchester, NH 03101
P.O. Box 330
Manchester, NH 03105-0330

Tomas S. Fuller
Analyst, Regulatory, Planning and Evaluation
Energy Efficiency

603-634-2624
Tomas.Fuller@eversource.com

March 1, 2019

Debra A. Howland
Executive Director
State of New Hampshire
Public Utilities Commission
21 S. Fruit Street, Suite 10
Concord, New Hampshire 03301-2429

RE: DE 17-136 - NHSaves Energy Efficiency Programs Fourth Quarter 2018 Report

Dear Director Howland:

Enclosed for filing with the Commission are four copies of the Fourth Quarter 2018 Report for the NHSaves Energy Efficiency Programs containing results for all the electric and natural gas utilities. Eversource is filing four copies consistent with the ruling of the Commission in Order No. 25,462 dated February 1, 2013.

A copy of this report was made available electronically to the Commission and all parties on the service list on March 1, 2019.

Very truly yours,

A handwritten signature in blue ink, appearing to read "Tomas Fuller".

Tomas S. Fuller
Analyst
Regulatory, Planning and Evaluation
Energy Efficiency

Enclosures
cc: Service List



New Hampshire Statewide Energy Efficiency Programs

4th Quarter Report January 2018 – December 2018

Docket DE 17-136

March 1, 2019



**4th Quarter Report
January 2018 - December 2018**

Table of Contents

	Description	Page
Highlights	Statewide and Company-Specific Programs	1
	Statewide Programs	2
	Company-Specific Programs	3
	Home Energy Assistance Program - Highlights	4
	CO ₂ Emissions Reductions	5
	Annual Savings by Fuel Type	6
	Summary of Results by Utility	7
Program Results	Home Energy Assistance (HEA)	8
	ENERGY STAR® Homes	9
	Home Performance with ENERGY STAR (HPwES)	10
	ENERGY STAR Products	11
	Large Business Energy Solutions	12
	Small Business Energy Solutions	13
	Municipal Program	14
	Company-Specific Programs - Liberty Utilities and NHEC	15
	Company-Specific Programs - Eversource	16
	Education Programs	17
Forward Capacity Market (FCM) - Proceeds and Expenses	18	
Expenses by Activity	Residential Programs	19-20
	C&I and Municipal Programs	21
	Residential, C&I and Municipal Combined	22
Other	Evaluation, Monitoring and Verification (EM&V)	23
	Revolving Loan Fund (RLF)	24
	Smart-Start Revolving Loan Program	25
	Residential Third Party Financing Option	26
	Electric Programs - Summary of Actual Results by Utility and Program	27
	Allocation of Electric Program Expenses, Savings and Participants Served by Funding Source	
	System Benefits Charge, Forward Capacity Market and Interest Funds Only	28
	Energy Efficiency Fund Only - Regional Greenhouse Gas Initiative	29
	Gas Programs - Summary of Actual Results by Utility and Program	30
RGGI Grant Award 2016 - 2018 Program Results	31	

4th Quarter Report
January 2018 - December 2018

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	\$ 1,932,652	97%	4,130,264	87%	56,364,944	83%	6,020	153%	97,746	166%	154	117%
All Other Statewide Program	\$ 31,207,810	99%	85,874,184	116%	1,040,942,355	112%	56,421	103%	1,223,803	108%	225,072	160%
Sub-total	\$ 33,140,463	99%	90,004,448	121%	1,097,307,299	110%	62,441	107%	1,321,549	111%	225,226	160%
Company Specific Programs ²	\$ 2,039,073	105%	5,791,248	79%	38,310,757	84%	-	-	-	-	64,343	129%
Total Electric	\$ 35,179,535	96%	95,795,696	114%	1,135,618,056	109%	62,441	107%	1,321,549	111%	289,569	152%
Gas Utilities												
Statewide Programs	\$ 7,462,134	87%	513,689		7,429,326		162,413	107%	2,558,528	113%	7,674	178%
Company Specific Programs ²	\$ 402,019	133%	-		-		8,116	108%	30,027	104%	38,000	100%
Total Gas	\$ 7,864,152	88%	513,689		7,429,326		170,528	107%	2,588,556	112%	45,674	108%
Grand Total	\$ 43,043,688	94%	96,309,384	114%	1,143,047,382	110%	232,969	107%	3,910,104	112%	335,243	130%

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.

4th Quarter Report
January 2018 - December 2018

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	\$ 6,282,380	101%	916,424	10,768,902	99%	21,192	451,190	110%	1,051	137%
ENERGY STAR Homes	\$ 2,007,289	93%	1,721,818	40,097,630	213%	13,888	337,260	152%	676	98%
NH Home Performance w/Energy Star	\$ 2,507,614	75%	647,172	10,861,276	138%	19,648	414,931	92%	809	106%
ENERGY STAR Products	\$ 4,634,956	105%	19,074,758	127,882,076	149%	1,729	20,979	45%	221,136	161%
Sub-total	\$ 15,432,238	96%	22,360,171	189,609,885	153%	56,458	1,224,360	108%	223,672	161%
Commercial & Industrial										
Large Business Energy Solutions	\$ 9,092,495	96%	40,950,454	551,506,451	94%	(37)	(558)	-	529	108%
Small Business Energy Solutions	\$ 6,683,077	112%	22,563,558	299,826,018	137%	-	-	-	871	118%
Municipal Program	\$ 1,932,652	97%	4,130,264	56,364,944	83%	6,020	97,746	166%	154	117%
Sub-total	\$ 17,708,225	101%	67,644,277	907,697,414	104%	5,983	97,188	165%	1,554	114%
Total Electric	\$ 33,140,463	99%	90,004,448	1,097,307,299	110%	62,441	1,321,549	111%	225,226	160%
Gas Utilities										
Residential										
Home Energy Assistance	\$ 1,332,670	86%	41,962	842,020		8,504	166,501	89%	315	98%
ENERGY STAR Homes	\$ 443,433	116%	186,444	3,436,125		2,743	68,000	95%	180	167%
NH Home Performance w/Energy Star	\$ 830,546	87%	128,266	1,112,798		10,157	193,675	108%	478	80%
ENERGY STAR Products	\$ 1,574,993	114%	44,824	750,984		39,582	588,568	194%	5,550	258%
Sub-total	\$ 4,181,642	98%	401,496	6,141,926		60,987	1,016,744	137%	6,523	205%
Commercial & Industrial										
Large Business Energy Solutions	\$ 1,690,836	67%	62,399	623,990		66,163	931,216	101%	70	44%
Small Business Energy Solutions	\$ 1,589,656	87%	49,794	663,410		35,263	610,569	67%	1,081	112%
Sub-total	\$ 3,280,492	75%	112,193	1,287,400		101,426	1,541,785	101%	1,151	102%
Total Gas	\$ 7,462,134	87%	513,689	7,429,326		162,413	2,558,528	113%	7,674	178%
Grand Total	\$ 40,602,597	96%	90,518,136	1,104,736,625	110%	224,854	3,880,077	112%	232,900	162%

Notes:

(1) Amounts shown above pertain only to the Statewide programs. The amounts pertaining to the Company-Specific programs are shown on page 3.

4th Quarter Report
 January 2018 - December 2018

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	\$ 716,611	85%	3,937,185	10,655,728	85%	-	-	-	64,299	104%
Customer Engagement Platform	\$ 158,199	67%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses ²	\$ 41,096	47%	-	-	-	-	-	-	-	-
Sub-total	\$ 915,905	79%	3,937,185	10,655,728	145%	-	-	-	64,299	104%
Commercial & Industrial										
Smart Start	\$ 18,928	33%	-	-	-	-	-	-	33	-
C&I Customer Partnerships	\$ 1,916	8%	-	-	-	-	-	-	-	-
C&I RFP Program	\$ 592,468	74%	1,854,063	27,655,029	83%	-	-	-	11	42%
Education	\$ 194,451	48%	-	-	-	-	-	-	-	-
Customer Engagement Platform	\$ 237,298	67%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses ²	\$ 78,108	42%	-	-	-	-	-	-	-	-
Sub-total	\$ 1,123,167	61%	1,854,063	27,655,029	83%	-	-	-	44	168%
Total Residential and C&I	\$ 2,039,073	68%	5,791,248	38,310,757	94%	-	-	-	64,343	104%
Gas Utilities										
Residential										
Home Energy Reports ³	\$ 375,172	85%	-	-	-	8,116	30,027	104%	38,000	100%
Education	\$ -	-	-	-	-	-	-	-	-	-
Sub-total	\$ 375,172	85%	-	-	-	8,116	30,027	104%	38,000	100%
Commercial & Industrial										
Sub-total	\$ 26,846	161%	-	-	-	-	-	-	-	-
Total Residential and C&I	\$ 402,019	77%	-	-	-	8,116	30,027	104%	38,000	100%
Grand Total	\$ 2,441,091	69%	5,791,248	38,310,757	94%	8,116	30,027	104%	102,343	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) Unitol'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.

4th Quarter Report
January 2018 - December 2018

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	\$ 536,898	\$ 371,085	\$ 4,611,266	\$ 706,636	\$ 6,225,885	\$ 1,217,300	\$ 339,530	\$ 1,556,830	\$ 7,782,714
(Utility Program) Actual	\$ 336,522	\$ 348,489	\$ 4,934,976	\$ 662,392	\$ 6,282,380	\$ 982,669	\$ 350,001	\$ 1,332,670	\$ 7,615,050
Percent	63%	94%	107%	94%	101%	81%	103%	86%	98%
Program Incentives: Budget ³	\$ 405,683	\$ 261,045	\$ 3,781,145	\$ 548,565	\$ 4,996,438	\$ 986,013	\$ 270,525	\$ 1,256,538	\$ 6,252,976
(Utility Program) Actual ⁴	\$ 233,440	\$ 215,299	\$ 3,252,212	\$ 460,540	\$ 4,161,491	\$ 673,299	\$ 280,379	\$ 953,678	\$ 5,115,169
Percent	58%	82%	86%	84%	83%	68%	104%	76%	82%
Participants Served: Goal	48	42	596	83	769	262	60	322	1,091
Actual ⁵	124	43	778	107	1,052	216	99	315	1,367
Percent	256%	102%	131%	129%	137%	83%	165%	98%	125%
Collaboration: Actual Collaborated Funds ⁶	\$ 36,026	\$ 65,331	\$ 1,227,209	\$ 101,705	\$ 1,430,270	\$ 102,506	\$ 29,209	\$ 131,715	\$ 1,561,986
Total Actual Expenses (Utility + Collaboration)	\$ 293,093	\$ 315,563	\$ 5,704,536	\$ 613,690	\$ 6,926,883	\$ 928,997	\$ 325,952	\$ 1,254,949	\$ 8,181,832
% of Total Actual Expenses	12%	21%	22%	17%	21%	11%	9%	10%	19%
Collaborated Units	20	27	438	33	518	57	16	73	591
% of Total Participants Served	16%	63%	56%	31%	49%	26%	16%	23%	43%
Heating Systems: Actual Incentives	\$ 23,627	\$ 34,934	\$ 1,225,115	\$ 51,445	\$ 1,335,121	\$ 153,192	\$ 16,364	\$ 169,556	\$ 1,504,677
% of HEA Utility Total Budget	4%	9%	27%	7%	21%	13%	5%	11%	19%
Dwelling Mix:									
Single Family	62	42	422	45	571	95	27	122	693
Multi-Family	62	1	356	62	481	121	72	193	674
Total	124	43	778	107	1052	216	99	315	1,367

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	35	34	62	56	103	240	111	244	155	13	1053
Gas	1					157	57	39	53		307
Total											1360

* 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.

4th Quarter Report
January 2018 - December 2018

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	95,796	47,224	2,082	514	253	96,309	47,478	2,082	
Natural Gas	MMBtu	117.080	0.0531	10,790	573	37	170,528	9,055	181,318	9,628	37	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	22,169	1,623	75	-	-	22,169	1,623	75	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	2,514	182	18	-	-	2,514	182	18	
Propane	MMBtu	139.178	0.0631	23,618	1,491	383	-	-	23,618	1,491	383	
Wood	MMBtu	-	-	3,352	-	-	-	-	3,352	-	-	
Wood Pellet	-	-	-	-	-	-	-	-	-	-	-	
Other	MMBtu	-	-	-	-	-	-	-	-	-	-	
Total Annual Emissions Reductions					51,093	2,596		9,308		60,400	2,596	
Lifetime												
Electricity ²	MWH	1,087.000	0.4930	1,135,618	559,826	28,326	7,429	3,662	1,143,047	563,489	28,326	
Natural Gas	MMBtu	117.080	0.0531	225,811	11,990	772	2,588,556	137,446	2,814,367	149,436	772	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	460,753	33,723	1,595	-	-	460,753	33,723	1,595	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	54,856	3,969	333	-	-	54,856	3,969	333	
Propane	MMBtu	139.178	0.0631	506,646	31,979	6,107	-	-	506,646	31,979	6,107	
Wood	MMBtu	-	-	73,482	-	-	-	-	73,482	-	-	
Wood Pellet	-	-	-	-	-	-	-	-	-	-	-	
Other	-	-	-	-	-	-	-	-	-	-	-	
Total Lifetime Emissions Reductions					641,487	37,133		141,108		782,596	37,133	

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.

4th Quarter Report
January 2018 - December 2018

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	7,498	6,999	3,224	2,364	1,108	-	-	21,192
ENERGY STAR Homes	24	2,663	11,203	-	-	-	-	13,889	1,721,818
NH Home Performance w/Energy Star	13,419	393	3,443	150	2,244	-	-	19,648	647,172
ENERGY STAR Products	955	735	39	-	-	-	-	1,729	19,074,758
Large Business Energy Solutions	-	-	(37)	-	-	-	-	(37)	40,950,454
Small Business Energy Solutions	-	-	-	-	-	-	-	-	22,563,558
Municipal Program	274	-	5,747	-	-	-	-	6,020	4,130,264
Company-Specific Programs	-	-	-	-	-	-	-	-	5,791,248
Total	22,169	10,790	23,618	2,514	3,352	-	-	62,442	95,795,696

Program	Gas Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Oil	Natural Gas	LP	Kerosene	Wood	Wood Pellet	Other	Total	Electricity
	Home Energy Assistance	-	8,504	-	-	-	-	-	8,504
ENERGY STAR Homes	-	2,743	-	-	-	-	-	2,743	186,444
NH Home Performance w/Energy Star	-	10,157	-	-	-	-	-	10,157	128,266
ENERGY STAR Products	-	39,582	-	-	-	-	-	39,582	44,824
Large Business Energy Solutions	-	66,163	-	-	-	-	-	66,163	62,399
Small Business Energy Solutions	-	35,263	-	-	-	-	-	35,263	49,794
Municipal Program	-	-	-	-	-	-	-	-	-
Company-Specific Programs	-	8,116	-	-	-	-	-	8,116	-
Total	-	170,528	-	-	-	-	-	170,528	513,689

4th Quarter Report
January 2018 - December 2018

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	\$ 3,158,930	\$ 2,182,850	\$ 27,125,106	\$ 4,156,680	\$ 36,623,566	\$ 7,160,575	\$ 1,997,238	\$ 9,157,813	\$ 45,781,379
	Actual	\$ 2,638,051	\$ 2,012,255	\$ 26,867,930	\$ 3,661,299	\$ 35,179,535	\$ 5,997,468	\$ 1,866,684	\$ 7,864,152	\$ 43,043,688
	Percent	84%	92%	99%	88%	96%	84%	93%	86%	94%
Program Participation	Goal	19,848	16,177	145,363	51,169	232,558	41,336	10,968	52,304	284,862
	Actual	21,574	25,142	216,338	51,195	314,249	44,817	11,682	56,499	370,748
	Percent	109%	155%	149%	100%	135%	108%	107%	108%	130%
Annual kWh Savings	Goal	7,359,496	3,973,570	66,225,236	7,468,763	85,027,066	256,897	68,081	324,978	85,352,043
	Actual	7,642,979	4,496,839	74,323,521	9,332,357	95,795,696	379,823	133,866	513,689	96,309,384
	Percent	104%	113%	112%	125%	113%				113%
Lifetime kWh Savings	Goal	88,572,551	43,509,269	817,068,252	90,190,675	1,039,340,748	3,683,774	714,144	4,397,918	1,043,738,665
	Actual	91,587,773	45,728,732	887,758,399	110,543,151	1,135,618,056	4,992,320	2,437,006	7,429,326	1,143,047,382
	Percent	103%	105%	109%	123%	109%				110%
Annual MMBtu Savings	Goal	3,744	4,104	45,104	5,660	58,612	130,072	33,544	163,616	222,227
	Actual	4,516	4,401	49,113	4,412	62,441	142,962	27,567	170,528	232,969
	Percent	121%	107%	109%	78%	107%	110%	82%	104%	105%
Lifetime MMBtu Savings	Goal	80,647	82,235	910,116	114,765	1,187,763	1,826,630	480,064	2,306,693	3,494,456
	Actual	97,579	92,932	1,047,260	83,777	1,321,549	2,123,676	464,879	2,588,556	3,910,104
	Percent	121%	113%	115%	73%	111%	116%	97%	112%	112%

(1) Company-specific includes company-specific programs, education, forward capacity market and loan program implementation expenses.

**4th Quarter Report
 January 2018 - December 2018**

**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	\$ 536,898	\$ 371,085	\$ 4,611,266	\$ 706,636	\$ 6,225,885	\$ 1,217,300	\$ 339,530	\$ 1,556,830	\$ 7,782,714
	Actual	\$ 336,522	\$ 348,489	\$ 4,934,976	\$ 662,392	\$ 6,282,380	\$ 982,669	\$ 350,001	\$ 1,332,670	\$ 7,615,050
	Percent	63%	94%	107%	94%	101%	81%	103%	86%	98%
Program Participation	Goal	48	42	596	83	769	262	60	322	1,091
	Actual	124	43	777	107	1,051	216	99	315	1,366
	Percent	256%	102%	130%	129%	137%	83%	165%	98%	125%
Annual kWh Savings	Goal	73,782	44,119	623,609	76,371	817,881	49,935	19,078	69,013	886,894
	Actual	95,045	48,587	706,045	66,747	916,424	33,497	8,465	41,962	958,386
	Percent	129%	110%	113%	87%	112%				108%
Lifetime kWh Savings	Goal	1,082,238	515,515	8,182,914	1,147,059	10,927,727	1,040,654	151,220	1,191,874	12,119,601
	Actual	1,166,526	704,010	8,030,836	867,530	10,768,902	660,169	181,851	842,020	11,610,922
	Percent	108%	137%	98%	76%	99%				96%
Annual MMBtu Savings	Goal	1,513	1,204	14,683	2,294	19,695	7,252	1,859	9,112	28,807
	Actual	600	915	17,916	1,762	21,192	5,433	3,071	8,504	29,696
	Percent	40%	76%	122%	77%	108%	75%	165%	93%	103%
Lifetime MMBtu Savings	Goal	33,195	24,009	305,351	46,206	408,761	148,978	38,285	187,264	596,025
	Actual	13,333	21,232	383,970	32,654	451,190	109,608	56,893	166,501	617,690
	Percent	40%	88%	126%	71%	110%	74%	149%	89%	104%

4th Quarter Report
January 2018 - December 2018

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	\$ 162,235	\$ 235,909	\$ 1,603,217	\$ 164,704	\$ 2,166,065	\$ 207,100	\$ 174,000	\$ 381,100	\$ 2,547,165
	Actual	\$ 142,327	\$ 147,740	\$ 1,547,418	\$ 169,803	\$ 2,007,289	\$ 230,360	\$ 213,073	\$ 443,433	\$ 2,450,722
	Percent	88%	63%	97%	103%	93%	111%	122%	116%	96%
Program Participation	Goal	47	26	592	25	689	69	39	108	797
	Actual	29	16	554	77	676	51	129	180	856
	Percent	62%	62%	94%	308%	98%	74%	331%	167%	107%
Annual kWh Savings	Goal	68,431	52,681	717,398	48,724	887,234	40,277	7,151	47,428	934,662
	Actual	62,864	54,258	1,500,413	104,283	1,721,818	70,465	115,979	186,444	1,908,262
	Percent	92%	103%	209%	214%	194%				204%
Lifetime kWh Savings	Goal	1,504,887	1,176,627	15,280,986	873,014	18,835,514	1,006,932	51,866	1,058,798	19,894,311
	Actual	1,235,387	1,248,444	35,897,236	1,716,564	40,097,630	1,167,466	2,268,658	3,436,125	43,533,755
	Percent	82%	106%	235%	197%	213%				219%
Annual MMBtu Savings	Goal	533	442	7,782	632	9,390	1,583	1,313	2,895	12,285
	Actual	1,998	54	11,172	664	13,888	2,385	358	2,743	16,631
	Percent	375%	12%	144%	105%	148%	151%	27%	95%	135%
Lifetime MMBtu Savings	Goal	12,621	11,022	182,905	15,784	222,332	39,568	32,046	71,614	293,947
	Actual	43,466	1,248	279,311	13,235	337,260	59,576	8,424	68,000	405,260
	Percent	344%	11%	153%	84%	152%	151%	26%	95%	138%

4th Quarter Report
 January 2018 - December 2018

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	\$ 210,304	\$ 287,670	\$ 2,415,742	\$ 430,000	\$ 3,343,716	\$ 767,160	\$ 182,963	\$ 950,123	\$ 4,293,838
	Actual	\$ 198,255	\$ 383,197	\$ 1,623,436	\$ 302,726	\$ 2,507,614	\$ 687,944	\$ 142,601	\$ 830,546	\$ 3,338,159
	Percent	94%	133%	67%	70%	75%	90%	78%	87%	78%
Program Participation	Goal	42	72	572	76	762	509	89	598	1,360
	Actual	46	94	603	66	809	436	42	478	1,287
	Percent	109%	131%	105%	87%	106%	86%	47%	80%	95%
Annual kWh Savings	Goal	43,888	70,461	348,886	66,052	529,286	119,725	23,340	143,065	672,351
	Actual	57,194	122,394	375,228	92,356	647,172	115,852	12,414	128,266	775,437
	Percent	130%	174%	108%	140%	122%				115%
Lifetime kWh Savings	Goal	728,513	1,174,507	4,919,151	1,062,424	7,884,595	851,956	219,042	1,070,998	8,955,594
	Actual	1,144,503	2,288,274	5,723,349	1,705,150	10,861,276	908,469	204,329	1,112,798	11,974,074
	Percent	157%	195%	116%	160%	138%				134%
Annual MMBtu Savings	Goal	1,530	1,912	16,650	2,270	22,363	8,248	1,381	9,629	31,992
	Actual	1,726	3,096	13,158	1,669	19,648	8,527	1,630	10,157	29,806
	Percent	113%	162%	79%	73%	88%	103%	118%	105%	93%
Lifetime MMBtu Savings	Goal	32,009	39,930	333,423	45,510	450,871	155,424	24,573	179,997	630,869
	Actual	37,031	65,900	278,675	33,325	414,931	158,618	35,056	193,675	608,606
	Percent	116%	165%	84%	73%	92%	102%	143%	108%	96%

Program Incentive Change:

(1) LU Gas launched a limited time incentive offer for new customer projects completed between June 15th and September 30th.

Participants could receive either a 75% project rebate (or) 0% third party financing and up to three, free smart thermostats installed.

**4th Quarter Report
January 2018 - December 2018**

**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	\$ 228,331	\$ 469,559	\$ 3,235,076	\$ 484,188	\$ 4,417,154	\$ 1,091,674	\$ 293,637	\$ 1,385,311	\$ 5,802,465
	Actual	\$ 248,842	\$ 425,259	\$ 3,432,568	\$ 528,287	\$ 4,634,956	\$ 1,230,146	\$ 344,847	\$ 1,574,993	\$ 6,209,949
	Percent	109%	91%	106%	109%	105%	113%	117%	114%	107%
Program Participation	Goal	7,579	15,938	92,546	20,890	136,954	1,694	458	2,152	139,105
	Actual	9,258	24,925	160,804	26,149	221,136	5,024	526	5,550	226,686
	Percent	122%	156%	174%	125%	161%	297%	115%	258%	163%
Annual kWh Savings	Goal	687,811	1,426,972	8,217,144	1,662,668	11,994,595	46,959	17,000	63,959	12,058,555
	Actual	863,553	2,052,977	13,997,298	2,160,929	19,074,758	31,248	13,576	44,824	19,119,582
	Percent	126%	144%	170%	130%	159%				159%
Lifetime kWh Savings	Goal	4,546,882	9,711,214	61,094,527	10,584,024	85,936,648	784,231	264,800	1,049,031	86,985,679
	Actual	5,566,492	12,522,399	95,800,456	13,992,730	127,882,076	531,216	219,768	750,984	128,633,060
	Percent	122%	129%	157%	132%	149%				148%
Annual MMBtu Savings	Goal	127	192	2,546	374	3,238	14,079	3,629	17,708	20,947
	Actual	98	195	1,119	318	1,729	35,151	4,431	39,582	41,311
	Percent	77%	102%	44%	85%	53%	250%	122%	224%	197%
Lifetime MMBtu Savings	Goal	1,833	2,683	36,795	5,465	46,776	242,911	60,692	303,602	350,378
	Actual	1,387	2,725	12,304	4,562	20,979	512,468	76,100	588,568	609,547
	Percent	76%	102%	33%	83%	45%	211%	125%	194%	174%

Program Incentive Changes:

- (1) LU Electric discontinued the rebate offering for the air source heat pumps and the ductless mini-splits due to an over subscription to these measures.
- (2) LU Gas discontinued the rebate offering for the water heaters and combo boilers due to an over subscription to these measures.

**4th Quarter Report
January 2018 - December 2018**

**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	\$ 912,651	\$ 277,067	\$ 7,291,994	\$ 1,018,000	\$ 9,499,712	\$ 1,981,418	\$ 535,008	\$ 2,516,426	\$ 12,016,138
	Actual	\$ 767,240	\$ 304,686	\$ 7,309,415	\$ 711,154	\$ 9,092,495	\$ 1,331,946	\$ 358,890	\$ 1,690,836	\$ 10,783,331
	Percent	84%	110%	100%	70%	96%	67%	67%	67%	90%
Program Participation	Goal	28	20	420	21	489	100	60	160	649
	Actual	40	13	458	18	529	59	11	70	599
	Percent	141%	66%	109%	86%	108%	59%	18%	44%	92%
Annual kWh Savings	Goal	3,363,035	1,456,172	35,375,683	3,251,318	43,446,207	-	-	-	43,446,207
	Actual	2,949,642	1,442,766	32,405,299	4,152,748	40,950,454	62,399	-	62,399	41,012,853
	Percent	88%	99%	92%	128%	94%				94%
Lifetime kWh Savings	Goal	46,385,506	18,930,233	476,514,834	44,359,389	586,189,962	-	-	-	586,189,962
	Actual	44,214,564	18,759,743	432,498,757	56,033,387	551,506,451	623,990	-	623,990	552,130,441
	Percent	95%	99%	91%	126%	94%				94%
Annual MMBtu Savings	Goal	-	-	-	-	-	56,641	14,000	70,641	70,641
	Actual	-	-	(37)	-	(37)	55,088	11,075	66,163	66,126
	Percent	-	-	-	-	-	97%	79%	94%	94%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	714,335	203,587	917,922	917,922
	Actual	-	-	(558)	-	(558)	768,345	162,871	931,216	930,658
	Percent	-	-	-	-	-	108%	80%	101%	101%

4th Quarter Report
January 2018 - December 2018

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	\$ 695,978	\$ 314,465	\$ 4,184,601	\$ 779,756	\$ 5,974,800	\$ 1,521,323	\$ 310,300	\$ 1,831,623	\$ 7,806,423
	Actual	\$ 562,485	\$ 241,562	\$ 5,079,533	\$ 799,497	\$ 6,683,077	\$ 1,249,385	\$ 340,271	\$ 1,589,656	\$ 8,272,733
	Percent	81%	77%	121%	103%	112%	82%	110%	87%	106%
Program Participation	Goal	74	59	556	48	736	702	262	964	1,701
	Actual	69	41	670	91	871	1,031	50	1,081	1,952
	Percent	93%	70%	121%	190%	118%	147%	19%	112%	115%
Annual kWh Savings	Goal	2,058,734	786,163	11,667,553	1,941,463	16,453,913	-	1,512	1,512	16,455,425
	Actual	2,126,685	579,034	17,388,399	2,469,440	22,563,558	66,362	(16,568)	49,794	22,613,352
	Percent	103%	74%	149%	127%	137%				137%
Lifetime kWh Savings	Goal	27,944,848	10,220,113	155,410,302	25,871,431	219,446,693	-	27,216	27,216	219,473,909
	Actual	28,832,115	7,647,164	230,860,459	32,486,280	299,826,018	1,101,010	(437,600)	663,410	300,489,428
	Percent	103%	75%	149%	126%	137%				137%
Annual MMBtu Savings	Goal	-	-	-	-	-	34,790	6,381	41,171	41,171
	Actual	-	-	-	-	-	28,261	7,002	35,263	35,263
	Percent	-	-	-	-	-	81%	110%	86%	86%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	496,553	107,871	604,424	604,424
	Actual	-	-	-	-	-	485,034	125,535	610,569	610,569
	Percent	-	-	-	-	-	98%	116%	101%	101%

Program Incentive Change:

- (1) Eversource initiated "Express Incentives" with Distributors to facilitate incentives for smaller customer projects to simplify incentive processing. Incentives are the same as or slightly lower than prescriptive incentives.

**4th Quarter Report
 January 2018 - December 2018**

**Program Results
 Municipal Program**

Description		Electric Utilities				Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	
Program Expenses	Budget	\$ 167,755	\$ 157,519	\$ 1,456,555	\$ 218,878	\$ 2,000,707
	Actual	\$ 167,981	\$ 135,170	\$ 1,404,622	\$ 224,879	\$ 1,932,652
	Percent	100%	86%	96%	103%	97%
Program Participation	Goal	29	21	56	26	132
	Actual	8	10	129	7	154
	Percent	28%	48%	230%	27%	117%
Annual kWh Savings	Goal	303,815	137,005	3,905,245	422,167	4,768,231
	Actual	486,077	196,823	3,161,509	285,855	4,130,264
	Percent	160%	144%	81%	68%	87%
Lifetime kWh Savings	Goal	4,379,678	1,781,060	55,117,998	6,293,333	67,572,070
	Actual	6,823,199	2,558,699	43,241,537	3,741,509	56,364,944
	Percent	156%	144%	78%	59%	83%
Annual MMBtu Savings	Goal	40	353	3,443	90	3,926
	Actual	95	141	5,785	-	6,020
	Percent	239%	40%	168%	0%	153%
Lifetime MMBtu Savings	Goal	989	4,591	51,642	1,800	59,022
	Actual	2,363	1,827	93,557	-	97,746
	Percent	239%	40%	181%	0%	166%

4th Quarter Report
January 2018 - December 2018

Company-Specific Programs
Liberty Utilities, Unital and the New Hampshire Electric Cooperative

Description		Liberty Utilities		New Hampshire Electric Cooperative		Unital 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	\$ 146,950	\$ 296,600	\$ 5,000	\$ 286,984	\$ 145,100	
	Actual	\$ 164,648	\$ 264,810	\$ 1,059	\$ 223,785	\$ 110,362	
	Percent	112%	89%	21%	78%	76%	
Program Participation	Goal	12,000	38,000	-	30,000	10,000	
	Actual	12,000	38,000	-	24,680	10,825	
	Percent	100%	100%	-	82%	108%	
Annual kWh Savings	Goal	760,000	-	-	1,237,013	-	
	Actual	1,001,918	-	-	-	-	
	Percent	132%	-	-	0%	-	
Lifetime kWh Savings	Goal	2,000,000	-	-	3,231,634	-	
	Actual	2,604,987	-	-	-	-	
	Percent	130%	-	-	0%	-	
Annual MMBtu Savings	Goal	-	7,480	-	-	4,980	
	Actual	-	8,116	-	-	-	
	Percent	-	108%	-	-	0%	
Lifetime MMBtu Savings	Goal	-	28,860	-	-	13,010	
	Actual	-	30,027	-	-	-	
	Percent	-	104%	-	-	0%	

(1) Unital'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.

4th Quarter Report
January 2018 - December 2018

Program Results
Company-Specific Programs
Eversource

Description		Smart Start Program Administration	Customer Engagement Platform*	Home Energy Reports	C&I RFP Program	C&I Customer Partnerships	Total
Program Expenses	Budget	\$ 52,000	\$ 593,002	\$ 404,663	\$ 801,060	\$ 25,274	\$ 1,875,999
	Actual	\$ 17,868	\$ 395,497	\$ 328,178	\$ 592,468	\$ 1,916	\$ 1,335,926
	Percent	34%	67%	81%	74%	8%	71%
Program Participation	Goal	-	-	50,000	26	-	50,026
	Actual	33	-	52,299	11	-	52,343
	Percent	-	-	105%	42%	-	105%
Annual kWh Savings	Goal	-	-	2,675,775	2,693,943	-	5,369,719
	Actual	-	-	2,935,267	1,854,063	-	4,789,330
	Percent	-	-	110%	69%	-	89%
Lifetime kWh Savings	Goal	-	-	7,339,017	33,208,523	-	40,547,540
	Actual	-	-	8,050,741	27,655,029	-	35,705,770
	Percent	-	-	110%	83%	-	88%

*Updates on the Customer Engagement Platform:

- (1) Launched on March 31, 2016.
- (2) Completed the following marketing efforts in NH:
 - a. March 2016 edition of the Customer Update contained article with links to energy efficiency programs and online Energy Savings Plan.
 - b. May 2016 eNewsletter promoted the Energy Savings Plan with customized energy savings recommendations.
 - c. Promoted the Customer Engagement Platform in the September 2016 edition of the Eversource Customer Update eNewsletter.
 - d. Eversource has redesigned the home page for the Energy Savings Plan to engage more users. When customers log into their account they will now see prompts to log-in to the Energy Savings Plan. Additionally, there are new links on Eversource.com to promote visitors to the Energy Savings Plan.
 - e. Eversource has added significantly more social media content to promote the Energy Savings Plan to New Hampshire customers on Facebook and Twitter.
 - f. Completed employee trainings for customer service representatives and members of the energy efficiency staff (234 people)
 - g. November 2017 – Launched e-mail campaign to 110,000 customers testing 3 different messages to encourage new users
 - h. Winter 2017/2018 – The Banner section on the Eversource.com home page is refreshed on a periodic basis. The message during winter 2017/2018 includes a link to CEP.
- (3) Future marketing efforts planned in NH include:
 - a. Email campaigns;
 - b. Additional bill inserts;
 - c. One-on-one roll out with largest customers; and
 - d. Frequently scheduled posts on the Eversource NH Facebook and Twitter platforms.
 - e. Integration of CEP widgets into the customers' account page on Eversource.com

**4th Quarter Report
January 2018 - December 2018**

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	\$ 32,829	\$ 44,577	\$ 290,654	\$ 37,369	\$ 405,429	\$ 78,000	\$ 16,700	\$ 94,700	\$ 500,129
	Actual*	12,107	7,833	147,404	27,106	194,451	20,208	6,638	26,846	221,297
	Percent	37%	18%	51%	73%	48%	26%	40%	28%	44%

*This reflects a credit for program reimbursements from the other program administrators received by Eversource for shared educational expenses in 2016.
See NHSaves for a list of all Energy Efficiency Events supported or promoted (<http://www.nhsaves.com/events/>).

Activities

Residential Programs

January 8: Lighten UP!, Jaffrey Grade School
 January 9: Lighten UP!, New Boston Central School
 January 24: Lighten UP! Matthew Thornton Elementary School, Londonderry
 January 24: Weatherize 101 Presentation, Plainfield
 January 27: Weatherize 101 Presentation, Orford
 January 29: Weatherize 101 Presentation, West Lebanon
 February 6: Lighten UP! North Hampton School
 February 20: Lighten UP!, Somersworth Middle School
 February 21: Lighten UP!, New Boston Central School
 February 22: Lighten UP!, Bristol Elementary School
 April 2 - April 4: NH State Home Show, Manchester
 April 7: Button Up Workshop, Dunbarton Energy Committee and Central NH Energy Expo
 April 14: NH Saves at Souhegan Sustainability Fair, Wilton-Lydeborough Cooperative High School
 April 18: Button Up Workshop, Lancaster Energy Fair
 April 18: Residential Code Workshop at Marriott in Keene
 April 26: NH Saves at Lowe's Spring Pro Event, Greenland
 May 2: NHBSR's 2018 Spring Conference, Grappone Conference Center, Concord
 May 3: Energy Codes and Zero Energy Homes Training, Manchester
 May 11: Button Up Workshop, State Employee Energy Conference, Concord
 May 11: 10th Annual State Energy Conference, Pembroke
 May 12: NHSaves at Nottingham Earth Day Festival, Nottingham
 May 17: Residential Code Workshop at Atkinson Country Club
 May 24: Button Up Workshop, Center Harbor, co-hosted by Center Harbor, Moultonborough, Sandwich and Holderness energy committees.
 June 6-13: Solarize Nashua presentations by Granite State Solar and Turn Cycle Solutions, Nashua
 July 28: Home Depot Pro Event, Concord
 September 12: Residential Code Workshop, Chase House - Mill's Falls, Meridith
 September 15: Home Depot Home Services Event, Concord
 September 18: NH Saves Residential Energy Code Training, Gorham
 September 20: Lowe's Fall Pro Appreciation Event, Greenland
 September 27: Business Energy Innovation Conference, West Lebanon
 September 29: Button Up Workshop, Canaan
 September 29: Renewable Energy and Energy Efficiency Expo, Canaan
 October 2: Button Up Workshop, Newmarket
 October 10: NHSaves Residential Energy Code Training, Hampton
 October 11: Networked Lighting Controls: Hands-On Workshop and Demo
 October: 13: Home Depot Home Show Event, Littleton
 October 20: Home Depot Energy Savings Solutions Event, Rochester
 October 21: Baron's Major Brands Appliances Kitchen Tour Event
 October 22: Button Up Workshop, Canterbury
 October 24: Networked Lighting Controls Hands-On Workshop and Demo, Lebanon
 November 1: Button Up Workshop, Holderness
 November 8: Button Up Workshop, Laconia
 November 16: NH Local Energy Solutions Conference
 November 21: Home Depot Energy Savings Solutions Event, Nashua
 November 27: Button Up Workshop, Rindge
 November 28: Button Up Workshop, Lee
 November 28: Button Up Workshop, Warren
 November 28: Button Up Workshop, Bedford/Hillsborough
 Jan - December: 19 Lighten UP! presentations about energy efficiency have been made to 550 students at 7 schools across the state

Commercial Programs

February 16 - May 18: 2018 Spring Building Operator Certification Course, Laconia
 February 28 - March 1: Northern New England Facility Masters Conference, Durham
 May 1: NH Commercial Energy Code & Beyond, Unitil Corporation, Hampton
 May 2: NHBSR'S 2018 Spring Conference, Concord
 May 10: NH Commercial Energy Code and Beyond, Woodstock
 October 16: NHSaves Commercial Energy Code Training, Lebanon
 October 30: NHSaves Commercial Code Training, Manchester
 October 16: Crash Course in Compressed Air Energy Savings

4th Quarter Report
 January 2018 - December 2018

Forward Capacity Market (FCM) Proceeds and Expenses

Description	Electric Utilities				Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	
Estimated Annual FCM Proceeds	\$ 606,853	\$ 65,000	\$ 6,453,597	\$ 500,000	\$ 7,625,450
Estimated Annual FCM Expenses	\$ 65,000	\$ 20,000	\$ 160,001	\$ 30,165	\$ 275,166
Actual FCM Proceeds					
Qtr. 1	\$ 133,061	\$ 37,836	\$ 1,315,519	\$ 185,990	\$ 1,672,406
Qtr. 2	148,139	28,766	1,319,789	193,868	1,690,562
Qtr. 3	191,581	26,432	1,828,653	231,076	2,277,742
Qtr. 4	190,450	28,122	1,820,155	229,153	2,267,879
Total	\$ 663,230	\$ 121,156	\$ 6,284,116	\$ 840,087	\$ 7,908,589
Actual FCM Expenses					
Financial Assurance					
Qtr. 1	\$ -	\$ -	\$ -	\$ -	\$ -
Qtr. 2	-	-	1,000	1,000	2,000
Qtr. 3	-	-	-	-	-
Qtr. 4	-	-	-	-	-
Total	\$ -	\$ -	\$ 1,000	\$ 1,000	\$ 2,000
Other					
Qtr. 1	\$ 8,208	\$ 3,182	\$ 7,637	\$ 721	\$ 19,748
Qtr. 2	22,727	1,445	19,555	3,408	47,135
Qtr. 3	2,131	9,988	8,156	7,945	28,220
Qtr. 4	4,576	-	15,282	(1,403)	18,455
Total	\$ 37,642	\$ 14,614	\$ 50,630	\$ 10,671	\$ 113,558
Total Financial Assurance & Other	\$ 37,642	\$ 14,614.5	\$ 51,630	\$ 11,671	\$ 115,558
Actual Net FCM Proceeds*	\$ 625,588	\$ 106,542	\$ 6,232,485	\$ 828,416	\$ 7,793,031

* 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 2018 - December 2018

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	\$ 12,559	\$ 24,285	\$ 93,251	\$ 59,330	\$ 189,425	\$ 27,357	\$ 25,643	\$ 53,000	\$ 242,425
	External Admin	244	7,668	-	2,045	9,957	553	628	1,181	11,138
	Rebate/Services	280,511	248,970	4,496,482	511,563	5,537,526	838,637	286,542	1,125,180	6,662,705
	Implementation Services	14,310	49,424	123,034	50,520	237,288	52,834	18,179	71,012	308,301
	Marketing	11,128	7,079	55,194	9,944	83,346	23,909	4,654	28,564	111,909
	EM&V	17,770	11,063	167,016	28,990	224,838	39,379	14,355	53,734	278,572
	Total	\$ 336,522	\$ 348,489	\$ 4,934,976	\$ 662,392	\$ 6,282,380	\$ 982,669	\$ 350,001	\$ 1,332,670	\$ 7,615,050
ENERGY STAR Homes	Internal Admin	\$ 7,695	\$ 9,498	\$ 32,421	\$ 13,820	\$ 63,433	\$ 7,799	\$ 13,188	\$ 20,987	\$ 84,420
	External Admin	74	10,918	-	476	11,468	94	322	416	11,884
	Rebate/Services	110,357	70,429	1,340,360	131,847	1,652,992	198,265	185,403	383,669	2,036,661
	Implementation Services	15,455	51,469	69,322	16,025	152,271	13,669	6,327	19,997	172,267
	Marketing	3,378	2,089	59,481	2,316	67,264	3,832	2,385	6,217	73,481
	EM&V	5,369	3,337	45,835	5,319	59,860	6,700	5,448	12,147	72,008
	Total	\$ 142,327	\$ 147,740	\$ 1,547,418	\$ 169,803	\$ 2,007,289	\$ 230,360	\$ 213,073	\$ 443,433	\$ 2,450,722
HP w/ENERGY STAR	Internal Admin	\$ 3,472	\$ 26,750	\$ 48,852	\$ 36,096	\$ 115,171	\$ 17,150	\$ 13,820	\$ 30,969	\$ 146,140
	External Admin	96	11,605	50	1,244	12,994	348	338	687	13,681
	Rebate/Services	169,539	272,410	1,254,861	157,858	1,854,669	557,225	109,295	666,520	2,521,189
	Implementation Services	13,317	54,135	171,744	79,669	318,865	50,509	6,688	57,197	376,062
	Marketing	4,871	6,368	49,629	8,060	68,929	37,895	3,743	41,637	110,566
	EM&V	6,961	11,929	98,299	19,798	136,986	24,817	8,718	33,535	170,521
	Total	\$ 198,255	\$ 383,197	\$ 1,623,436	\$ 302,726	\$ 2,507,614	\$ 687,944	\$ 142,601	\$ 830,546	\$ 3,338,159
ENERGY STAR Products	Internal Admin	\$ 3,535	\$ 28,708	\$ 65,425	\$ 40,657	\$ 138,326	\$ 25,104	\$ 22,179	\$ 47,282	\$ 185,608
	External Admin	104	7,476	-	1,402	8,981	496	3,359	3,855	12,836
	Rebate/Services	193,589	262,655	2,956,939	397,047	3,810,230	1,098,045	284,161	1,382,206	5,192,437
	Implementation Services	14,024	93,428	87,784	42,332	237,569	36,591	11,522	48,113	285,682
	Marketing	11,299	9,294	96,951	18,301	135,845	21,750	6,440	28,190	164,035
	EM&V	26,290	23,697	225,468	28,548	304,004	48,161	17,186	65,347	369,351
	Total	\$ 248,842	\$ 425,259	\$ 3,432,568	\$ 528,287	\$ 4,634,956	\$ 1,230,146	\$ 344,847	\$ 1,574,993	\$ 6,209,949

4th Quarter Report
January 2018 - December 2018

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	\$ 5,419	\$ 1,987	\$ 13,951	\$ 2,325	\$ 23,682	\$ 4,304	\$ -	\$ 4,304	\$ 27,986
	External Admin	67	-	-	19,879	19,946	\$ 135	8,599	8,734	28,679
	Rebate/Services	145,000	-	438,786	206,175	789,961	\$ 230,000	101,763	331,763	1,121,724
	Implementation Services	8,065	-	19,407	(652)	26,820	\$ 14,604	-	14,604	41,424
	Marketing	2,472	-	7,503	-	9,976	\$ 5,376	-	5,376	15,351
	EM&V	19,811	3,191	22,520	-	45,522	\$ 10,392	-	10,392	55,913
	Total	\$ 180,834	\$ 5,178	\$ 502,166	\$ 227,727	\$ 915,905	\$ 264,810	\$ 110,362	\$ 375,172	\$ 1,291,077
Total Residential	Internal Admin	\$ 32,680	\$ 91,229	\$ 253,900	\$ 152,228	\$ 530,037	\$ 81,713	\$ 74,829	\$ 156,542	\$ 686,579
	External Admin	584	37,667	50	25,046	63,347	1,626	13,246	14,872	78,218
	Rebate/Services	898,997	854,465	10,487,428	1,404,489	13,645,378	2,922,173	967,165	3,889,338	17,534,717
	Implementation Services	65,171	248,456	471,292	187,894	972,813	168,207	42,716	210,923	1,183,736
	Marketing	33,149	24,830	268,759	38,622	365,359	92,762	17,222	109,984	475,343
	EM&V	76,201	53,217	559,137	82,655	771,210	129,448	45,707	175,155	946,364
	Total	\$ 1,106,781	\$ 1,309,863	\$ 12,040,565	\$ 1,890,934	\$ 16,348,143	\$ 3,395,929	\$ 1,160,885	\$ 4,556,814	\$ 20,904,957
Total %	Internal Admin	3.0%	7.0%	2.1%	8.1%	3.2%	2.4%	6.4%	3.4%	3.3%
	External Admin	0.1%	2.9%	0.0%	1.3%	0.4%	0.0%	1.1%	0.3%	0.4%
	Rebate/Services	81.2%	65.2%	87.1%	74.3%	83.5%	86.0%	83.3%	85.4%	83.9%
	Implementation Services	5.9%	19.0%	3.9%	9.9%	6.0%	5.0%	3.7%	4.6%	5.7%
	Marketing	3.0%	1.9%	2.2%	2.0%	2.2%	2.7%	1.5%	2.4%	2.3%
	EM&V	6.9%	4.1%	4.6%	4.4%	4.7%	3.8%	3.9%	3.8%	4.5%
	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.

4th Quarter Report
January 2018 - December 2018

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	\$ 9,616	\$ 20,993	\$ 147,461	\$ 86,758	\$ 264,829	\$ 19,877	\$ 53,119	\$ 72,996	\$ 337,825
	External Admin	415	5,467	-	2,945	8,826	900	989	1,889	10,715
	Rebate/Services	622,902	224,665	6,271,208	457,368	7,576,143	1,059,913	221,419	1,281,332	8,857,475
	Implementation Services	91,241	41,004	470,519	122,239	725,003	134,801	61,464	196,266	921,269
	Marketing	12,684	5,181	203,771	14,320	235,957	51,975	7,814	59,788	295,745
	EM&V	30,383	7,376	216,456	27,523	281,737	64,480	14,085	78,565	360,302
	Total	\$ 767,240	\$ 304,686	\$ 7,309,415	\$ 711,154	\$ 9,092,495	\$ 1,331,946	\$ 358,890	\$ 1,690,836	\$ 10,783,331
Small Business Energy Solutions	Internal Admin	\$ 7,958	\$ 16,151	\$ 84,623	\$ 75,174	\$ 183,906	\$ 22,172	\$ 38,020	\$ 60,192	\$ 244,098
	External Admin	316	4,206	-	2,254	6,777	691	3,624	4,316	11,092
	Rebate/Services	457,930	160,393	4,340,680	636,243	5,595,245	1,018,591	265,833	1,284,424	6,879,669
	Implementation Services	61,547	49,684	390,783	48,488	550,502	105,441	17,538	122,980	673,481
	Marketing	10,044	3,986	119,900	10,971	144,902	52,982	6,079	59,061	203,963
	EM&V	24,691	7,142	143,547	26,366	201,746	49,507	9,176	58,683	260,429
	Total	\$ 562,485	\$ 241,562	\$ 5,079,533	\$ 799,497	\$ 6,683,077	\$ 1,249,385	\$ 340,271	\$ 1,589,656	\$ 8,272,733
Municipal	Internal Admin	\$ 1,378	\$ 9,144	\$ 29,455	\$ 20,345	\$ 60,322	\$ -	\$ -	\$ -	\$ 60,322
	External Admin	76	2,381	-	633	3,090	-	-	-	3,090
	Rebate/Services	139,469	93,772	1,279,980	156,473	1,669,694	-	-	-	1,669,694
	Implementation Services	18,651	24,022	6,302	35,799	84,773	-	-	-	84,773
	Marketing	2,331	2,380	40,064	3,076	47,851	-	-	-	47,851
	EM&V	6,075	3,472	48,822	8,554	66,922	-	-	-	66,922
	Total	\$ 167,981	\$ 135,170	\$ 1,404,622	\$ 224,879	\$ 1,932,652	\$ -	\$ -	\$ -	\$ 1,932,652
Other*	Internal Admin	\$ 1,688	\$ 5,250	\$ 33,100	\$ 2,434	\$ 42,472	\$ 86	\$ -	\$ 86	\$ 42,558
	External Admin	15	160	-	5,295	5,469	35	-	35	5,505
	Rebate/Services	11,549	6,591	883,661	24,596	926,396	18,728	5,252	23,980	950,377
	Implementation Services	24	1,161	26,314	-	27,500	16	-	16	27,515
	Marketing	272	151	37,369	2,509	40,302	799	1,386	2,185	42,487
	EM&V	20,015	7,662	53,351	-	81,028	544	-	544	81,572
	Total	\$ 33,563	\$ 20,975	\$ 1,033,795	\$ 34,835	\$ 1,123,167	\$ 20,208	\$ 6,638	\$ 26,846	\$ 1,150,014

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

4th Quarter Report
January 2018 - December 2018

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	\$ 20,641	\$ 51,538	\$ 294,639	\$ 184,711	\$ 551,529	\$ 42,135	\$ 91,139	\$ 133,274	\$ 684,803
	External Admin	822	12,214	-	11,127	24,163	1,627	4,614	6,240	30,403
	Rebate/Services	1,231,849	485,420	12,775,528	1,274,681	15,767,478	2,097,233	492,504	2,589,736	18,357,214
	Implementation Services	171,463	115,870	893,918	206,525	1,387,777	240,258	79,003	319,261	1,707,038
	Marketing	25,331	11,699	401,105	30,877	469,012	105,755	15,279	121,035	590,046
	EM&V	81,163	25,651	462,176	62,443	631,433	114,532	23,261	137,792	769,226
	Total	\$ 1,531,270	\$ 702,392	\$ 14,827,365	\$ 1,770,365	\$ 18,831,392	\$ 2,601,539	\$ 705,799	\$ 3,307,338	\$ 22,138,730
Total C&I and Municipal %	Internal Admin	1.3%	7.3%	2.0%	10.4%	2.9%	1.6%	12.9%	4.0%	3.1%
	External Admin	0.1%	1.7%	0.0%	0.6%	0.1%	0.1%	0.7%	0.2%	0.1%
	Rebate/Services	80.4%	69.1%	86.2%	72.0%	83.7%	80.6%	69.8%	78.3%	82.9%
	Implementation Services	11.2%	16.5%	6.0%	11.7%	7.4%	9.2%	11.2%	9.7%	7.7%
	Marketing	1.7%	1.7%	2.7%	1.7%	2.5%	4.1%	2.2%	3.7%	2.7%
	EM&V	5.3%	3.7%	3.1%	3.5%	3.4%	4.4%	3.3%	4.2%	3.5%
	Total	100.0%	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	\$ 53,321	\$ 142,766	\$ 548,538	\$ 336,940	\$ 1,081,566	\$ 123,848	\$ 165,968	\$ 289,817	\$ 1,371,382
	External Admin	1,405	49,881	50	36,173	87,510	3,253	17,859	21,112	108,621
	Rebate/Services	2,130,846	1,339,885	23,262,956	2,679,170	29,412,856	5,019,405	1,459,669	6,479,074	35,891,931
	Implementation Services	236,634	364,326	1,365,210	394,419	2,360,589	408,466	121,719	530,184	2,890,774
	Marketing	58,480	36,529	669,863	69,499	834,371	198,517	32,501	231,019	1,065,390
	EM&V	157,365	78,868	1,021,312	145,099	1,402,643	243,979	68,968	312,947	1,715,590
	Total	\$ 2,638,051	\$ 2,012,255	\$ 26,867,930	\$ 3,661,299	\$ 35,179,535	\$ 5,997,468	\$ 1,866,684	\$ 7,864,152	\$ 43,043,687
Grand Total % (Residential, C&I and Municipal)	Internal Admin	2.0%	7.1%	2.0%	9.2%	3.1%	2.1%	8.9%	3.7%	3.2%
	External Admin	0.1%	2.5%	0.0%	1.0%	0.2%	0.1%	1.0%	0.3%	0.3%
	Rebate/Services	80.8%	66.6%	86.6%	73.2%	83.6%	83.7%	78.2%	82.4%	83.4%
	Implementation Services	9.0%	18.1%	5.1%	10.8%	6.7%	6.8%	6.5%	6.7%	6.7%
	Marketing	2.2%	1.8%	2.5%	1.9%	2.4%	3.3%	1.7%	2.9%	2.5%
	EM&V	6.0%	3.9%	3.8%	4.0%	4.0%	4.1%	3.7%	4.0%	4.0%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

**4th Quarter Report
January 2018 - December 2018**

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	\$ 192,097	\$ 109,143	\$ 1,356,256	\$ 206,689	\$ 1,864,183	\$ 358,029	\$ 91,407	\$ 449,436	\$ 2,313,619
	Actual	\$ 157,365	\$ 78,868	\$ 1,021,312	\$ 145,099	\$ 1,402,643	\$ 243,979	\$ 68,968	\$ 312,947	\$ 1,715,590
	Percent	82%	72%	75%	70%	75%	68%	75%	70%	74%

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	ECD: Q2 2019
Home Performance with Energy Star Impact and Process Evaluation	\$247,718	Opinion Dynamics Corporation	ECD: Q2 2019
Non-Lighting Impact and Process Evaluation for Multiple C&I Programs	\$393,720	Cadmus	ECD: Q3 2019
Crosscutting Non-Energy Impacts Study	\$130,000	DNV-GL	ECD: Q1 2019 (Phase One)
Energy Efficiency Market Assessment	\$274,655	Navigant	ECD: Q1 2019
Cost-Effectiveness Review (joint with Benefit-Cost Working Group)	\$84,000 (Est.)	Synapse (Not Final)	ECD: Q3 2019
Energy Optimization Review (joint with Benefit-Cost Working Group)	\$86,000 (Est.)	Navigant	ECD: Q3 2019

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

**4th Quarter Report
January 2018 - December 2018**

Revolving Loan Fund (RLF)

Description	Electric Utilities			
	Liberty Utilities	NHEC	Eversource	Unitil
Amount Available to Loan				
Revolving Loan Fund ¹	\$ 303,000	\$ 296,119	\$ 690,000	\$ 800,250
Less: Loans	512,299	596,581	1,482,421	1,349,877
Plus: Loan Payments Received	391,512	527,320	1,311,582	1,002,552
Less Bad Debt (\$ Written Off)	21,655	-	-	-
Current Balance	160,558	226,858	519,161	452,924
Less: Loans in Process	-	6,328	-	1,541
Less: Potential Loans	-	7,381	16,000	-
Amount Available to Loan	\$ 160,558	\$ 213,149	\$ 503,161	\$ 451,383
Maximum Loans and Maximum Term				
Residential				
Maximum Loan	\$ 2,000	\$ 2,000	\$ 2,000	\$ 2,000
Maximum Term	7 years	7 years	7 years	7 years
Municipal and C&I ²				
Maximum Loan	\$ 50,000	\$ -	\$ -	\$ 50,000
Maximum Term	10 years	Smart Start	Smart Start	10 years
Year-to-date Project Financing Information				
Residential				
No. of Projects Financed	-	15	18	2
Average Loan Amount	\$ -	\$ 2,482	\$ 1,741	\$ 2,947
Municipal and C&I ²				
No. of Projects Financed	-	-	-	3
Average Loan Amount	N/A	N/A	N/A	22,804

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 and Eversource. Utilize SmartStart Loan Program.

4th Quarter Report
January 2018 - December 2018

Smart Start Program

Description	NHEC	Eversource
Year-to-Date Amount Available to Loan		
Loan Fund Balance ¹	\$ 623,114	\$ 936,477
Less: Year-to-Date Loans	-	1,530,876
Plus: Loan Repayments (excluding reserve for bad debt)	90,085	846,814
Plus: Budget Transfer ⁸		300,000
Current Balance	\$ 713,199	\$ 552,414
Less: Loans in Process	-	-
Less: Potential Loans	-	688,932
Less: Future Committed Loans	-	-
Add: Anticipated Loan Repayments Thru Year End	-	-
Amount Available to Loan	\$ 713,199	\$ (136,518)
Year-to-Date Reserve for Bad Debt (Uncollectibles)		
Initial Balance ¹	Not Applicable	\$ 301,408
Plus: Bad Debt Collections ²	-	38,921
Less: Bad Debt Charges	-	-
Less: Budget Transfer ⁸		300,000
Ending Balance	\$ -	\$ 40,329
Year-to-date Administrative and Implementation Expenses ³	\$ -	\$ 13,927
Year-to-date Payments to Contractors Supporting Customer Projects	\$ -	\$ 1,547,084
Year-to-date Performance Incentive ⁴	Not Applicable	\$ 50,809
Year-to-date Project Financing Information		
Municipal and C&I ⁵	No. of Projects Financed	33
	Total Loan Amount	\$ - \$ 1,530,876
	Average Loan Amount	\$ - \$ 46,390
	Lifetime kWh Savings ⁶	- 27,018,069
	Lifetime MMBTU Savings ⁶	- -
	Lifetime kWh Savings ⁷	- -
	Lifetime MMBTU Savings ⁷	- -
	Lifetime Electric Bill Savings	\$ - \$ 340,734

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, excluding the reserve for bad debt.
- (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)

4th Quarter Report
January 2018 - December 2018

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	\$ 2,825	\$ 15,000	\$ 47,626	\$ 4,000	\$ 69,451	\$ 23,309	\$ 3,500	\$ 26,809	\$ 96,260
Less: Interest Rate Buy-Downs Paid	\$ 2,695	\$ 5,400	\$ 8,466	\$ -	\$ 16,561	\$ 7,792	\$ 2,859	\$ 10,651	\$ 27,211
Remaining Budget	\$ 130	\$ 9,600	\$ 39,160	\$ 4,000	\$ 52,890	\$ 15,517	\$ 641	\$ 16,158	\$ 69,049
Less: Potential Interest Rate Buy-Downs ¹	\$ -	\$ 1,174	\$ 7,973	\$ -	\$ 9,147	\$ 505	\$ -	\$ 505	\$ 9,651
Amount Available for Interest Rate Buy-Downs	\$ 130	\$ 8,426	\$ 31,188	\$ 4,000	\$ 43,744	\$ 15,013	\$ 641	\$ 15,654	\$ 59,397
Year-to-date Project Loan Information									
No. of Projects Financed	6	6	16	-	28	13	5	18	46
Total Project Cost ²	\$ 49,586	\$ 53,232	\$ 161,450	\$ -	\$ 264,268	\$ 86,732	\$ 11,041	\$ 97,773	\$ 362,041
Average Project Cost ²	\$ 8,264	\$ 8,872	\$ 10,091	\$ -	\$ 9,438	\$ 6,672	\$ 2,208	\$ 5,432	\$ 7,870
Total Loan Amount	\$ 28,784	\$ 48,508	\$ 90,008	\$ -	\$ 167,300	\$ 69,729	\$ 33,256	\$ 102,985	\$ 270,286
Average Loan Amount	\$ 4,797	\$ 8,085	\$ 5,625	\$ -	\$ 5,975	\$ 5,364	\$ 6,651	\$ 5,721	\$ 5,876
Average Loan Term (years)	3.3	4.8	4.0	-	4.0	4.0	50.0	16.8	9.0
Total Interest Rate Buy-Down Amount	\$ 2,695	\$ 5,400	\$ 8,466	\$ -	\$ 16,561	\$ 7,792	\$ 2,859	\$ 10,651	\$ 27,211
Average Interest Rate Buy-Down Amount	\$ 449	\$ 900	\$ 529	\$ -	\$ 591	\$ 599	\$ 572	\$ 592	\$ 592
Average Gross Interest Rate	6.16%	6.66%	6.40%	-	6.40%	6.53%	5.99%	6.38%	6.39%
Average Customer Interest Rate	2.00%	2.00%	2.00%	-	2.00%	2.00%	2.00%	2.00%	2.00%
Average Sq. Footage of Home (HPWES Projects)	1,995	2,159	2,021	-	2,045	1,621	2,090	1,751	1,930
Total Estimated Annual Space Heating Energy Savings (MMBtu) ³	293	211	496	-	1,000	585	37	622	1,622
Average Estimated Annual Space Heating Energy Savings (MMBtu)	49	42	45	-	36	48	36	35	35
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
January 2018 - December 2018

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	124	1,166,526	43	704,010	777	8,030,836	107	867,530	1,051	10,768,902
Expenses / Lifetime MMBtu Savings	\$336,522	13,333	\$348,489	21,232	\$4,934,976	383,970	\$662,392	32,654	\$6,282,380	451,190
Home Performance w/ENERGY STAR										
Number of Rebates / Lifetime kWh Savings	46	1,144,503	94	2,288,274	603	5,723,349	66	1,705,150	809	10,861,276
Expenses / Lifetime MMBtu Savings	\$198,255	37,031	\$383,197	65,900	\$1,623,436	278,675	\$302,726	33,325	\$2,507,614	414,931
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	29	1,235,387	16	1,248,444	554	35,897,236	77	1,716,564	676	40,097,630
Expenses / Lifetime MMBtu Savings	\$142,327	43,466	\$147,740	1,248	\$1,547,418	279,311	\$169,803	13,235	\$2,007,289	337,260
ENERGY STAR Products										
Number of Rebates / Lifetime kWh Savings	9,258	5,566,492	24,925	12,522,399	160,804	95,800,456	26,149	13,992,730	221,136	127,882,076
Expenses / Lifetime MMBtu Savings	\$248,842	1,387	\$425,259	2,725	\$3,432,568	12,304	\$528,287	4,562	\$4,634,956	20,979
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	40	44,214,564	13	18,759,743	458	432,498,757	18	56,033,387	529	551,506,451
Expenses / Lifetime MMBtu Savings	\$767,240	0	\$304,686	0	\$7,309,415	-558	\$711,154	0	\$9,092,495	-558
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	69	28,832,115	41	7,647,164	670	230,860,459	91	32,486,280	871	299,826,018
Expenses / Lifetime MMBtu Savings	\$562,485	0	\$241,562	0	\$5,079,533	0	\$799,497	0	\$6,683,077	0
Municipal Program										
Number of Participants / Lifetime kWh Savings	8	6,823,199	10	2,558,699	129	43,241,537	7	3,741,509	154	56,364,944
Expenses / Lifetime MMBtu Savings	\$167,981	2,363	\$135,170	1,827	\$1,404,622	93,557	\$224,879	0	\$1,932,652	97,746
Educational Programs										
Expenses	\$12,107		\$7,833		\$147,404		\$27,106		\$194,451	
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	12,000	2,604,987	0	0	52,310	35,705,770	24,680	0	88,990	38,310,757
Expenses / Lifetime MMBtu Savings	\$202,290	0	\$17,260	0	\$1,370,688	0	\$235,456	0	\$1,825,694	0
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$1,059		\$17,868		\$0		\$18,928	
Total Program Expenses	\$2,638,051		\$2,012,255		\$26,867,930		\$3,661,299		\$35,179,535	

**4th Quarter Report
 January 2018 - December 2018
 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	111	1,045,351	38	621,633	699	7,224,250	96	782,071	945	9,673,305
Expenses / Lifetime MMBtu Savings	\$301,565	11,948	\$307,712	18,747	\$4,439,327	345,406	\$597,140	29,438	\$5,645,745	405,539
Home Performance w/ENERGY STAR										
Number of Rebates / Lifetime kWh Savings	46	1,144,503	94	2,288,274	603	5,723,349	66	1,705,150	792	10,952,160
Expenses / Lifetime MMBtu Savings	\$198,255	37,031	\$383,197	65,900	\$1,623,436	278,675	\$302,726	33,325	\$2,507,614	421,366
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	29	1,235,387	16	1,248,444	554	35,897,236	77	1,716,564	676	40,097,630
Expenses / Lifetime MMBtu Savings	\$142,327	43,466	\$147,740	1,248	\$1,547,418	279,311	\$169,803	13,235	\$2,007,289	337,260
ENERGY STAR Products										
Number of Rebates / Lifetime kWh Savings	9,258	5,566,492	24,925	12,522,399	160,804	95,800,456	26,149	13,992,730	211,918	166,530,149
Expenses / Lifetime MMBtu Savings	\$248,842	1,387	\$425,259	2,725	\$3,432,568	12,304	\$528,287	4,562	\$4,634,956	19,592
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	40	44,214,564	13	18,759,743	458	432,498,757	18	56,033,387	558	536,124,003
Expenses / Lifetime MMBtu Savings	\$767,240	0	\$304,686	0	\$7,309,415	-558	\$711,154	0	\$9,092,495	-558
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	69	28,832,115	41	7,647,164	670	230,860,459	91	32,486,280	871	299,826,018
Expenses / Lifetime MMBtu Savings	\$562,485	0	\$241,562	0	\$5,079,533	0	\$799,497	0	\$6,683,077	0
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	\$12,107		\$7,833		\$147,404		\$27,106		\$194,451	
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	12,000	2,604,987	0	0	52,310	35,705,770	24,680	0	88,990	38,310,757
Expenses / Lifetime MMBtu Savings	\$202,290	0	\$17,260	0	\$1,370,688	0	\$235,456	0	\$1,825,694	0
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$1,059		\$17,868		\$0		\$18,928	
Total Program Expenses	\$2,435,114		\$1,836,308		\$24,967,658		\$3,371,168		\$32,610,248	

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

**4th Quarter Report
January 2018 - December 2018
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	13	121,175	5	82,377	78	806,586	11	85,460	106	1,095,596
Expenses / Lifetime MMBtu Savings	\$34,957	1,385	\$40,777	2,484	\$495,650	38,564	\$65,252	3,217	\$636,635	45,651
Home Performance w/ENERGY STAR										
Number of Rebates / 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
ENERGY STAR Homes										
Number of Homes / 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
ENERGY STAR Products										
Number of Rebates / 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
Large Business Energy Solutions										
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
Small Business Energy Solutions										
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
Municipal Program										
Number of Participants / Lifetime kWh Savings	8	6,823,199	10	2,558,699	129	43,241,537	7	3,741,509	154	56,364,944
Expenses / Lifetime MMBtu Savings	\$167,981	2,363	\$135,170	1,827	\$1,404,622	93,557	\$224,879	0	\$1,932,652	97,746
Educational Programs										
Expenses	\$0		\$0		\$0		\$0		\$0	
Company Specific Programs / FCM Expenses										
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
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$0		\$0		\$0		\$0	
Total Program Expenses	\$202,937		\$175,947		\$1,900,272		\$290,131		\$2,569,287	

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

4th Quarter Report
 January 2018 - December 2018

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

	LU-Gas		Unitil-Gas		Total	
Home Energy Assistance						
Number of Units	216		99		315	
Expenses / Lifetime MMBtu Savings	\$982,669	109,608	\$350,001	56,893	\$1,332,670	166,501
Home Performance w/ENERGY STAR						
Number of Units	436		42		478	
Expenses / Lifetime MMBtu Savings	\$687,944	158,618	\$142,601	35,056	\$830,546	193,675
ENERGY STAR Homes						
Number of Homes	51		129		180	
Expenses / Lifetime MMBtu Savings	\$230,360	59,576	\$213,073	8,424	\$443,433	68,000
ENERGY STAR Products						
Number of Rebates	5,024		526		5,550	
Expenses / Lifetime MMBtu Savings	\$1,230,146	512,468	\$344,847	76,100	\$1,574,993	588,568
Large Business Energy Solutions						
Number of Participants	59		11		70	
Expenses / Lifetime MMBtu Savings	\$1,331,946	768,345	\$358,890	162,871	\$1,690,836	931,216
Small Business Energy Solutions						
Number of Participants	1,031		50		1,081	
Expenses / Lifetime MMBtu Savings	\$1,249,385	485,034	\$340,271	125,535	\$1,589,656	610,569
Educational Programs						
Expenses	\$20,208		\$6,638		\$26,846	
Company Specific Programs / FCM Expenses						
Number of Participants	38,000		24,680		62,680	
Expenses / Lifetime MMBtu Savings	\$264,810	0	\$110,362	0	\$375,172	0
Total Program Expenses	\$5,997,468		\$1,866,684		\$7,864,152	

4th Quarter Report
 January 2018 - December 2018

Program Results
 RGGI Grant Award (RFP #14-004)

Description	2016			2017			2018			Total			
	Retail	Large Business	Sub-Total	Retail	Large Business	Sub-Total	Retail	Large Business	Sub-Total	Retail	Large Business	Total	
Program Expenses ^{1,2}	Budget	\$ 223,256	\$ 148,837	\$ 372,093	\$ 223,256	\$ 148,837	\$ 372,093	\$ 340,731	\$ 187,422	\$ 528,153	\$ 669,767	\$ 446,512	\$ 1,116,279
	Actual	\$ 130,990	\$ 119,015	\$ 250,005	\$ 198,046	\$ 140,074	\$ 338,121	\$ 310,093	\$ 130,298	\$ 440,391	\$ 639,129	\$ 389,388	\$ 1,028,517
	Percent	59%	80%	67%	89%	94%	91%	91%	70%	83%	95%	87%	92%
Program Participation	Goal	196	129	325	195	128	323	194	128	322	585	385	970
	Actual	119	25	144	63	61	124	46	19	65	228	105	333
	Percent	61%	19%	44%	32%	48%	38%	24%	15%	20%	39%	27%	34%
Annual kWh Savings	Goal	485	320	805	482	317	799	479	315	794	1,446	952	2,398
	Actual	6,080	18,134	24,214	12,103	11,900	24,003	30,154	44,118	74,272	48,337	74,152	122,489
	Percent	1254%	5667%	3008%	2511%	3754%	3004%	6295%	14006%	9354%	3343%	7789%	5108%
Lifetime kWh Savings	Goal	8,729	5,754	14,483	8,673	5,714	14,387	8,616	5,674	14,290	26,018	17,142	43,160
	Actual	146,120	293,360	439,480	12,103	11,900	24,003	124,582	810,787	935,369	282,805	1,116,047	1,398,852
	Percent	1674%	5098%	3034%	140%	208%	167%	1446%	14290%	6546%	1087%	6511%	3241%
Annual MMBtu Savings	Goal	3,952	2,513	6,465	3,926	2,496	6,423	3,900	2,479	6,379	11,778	7,488	19,267
	Actual	2,188	6,273	8,461	2,128	8,023	10,151	5,169	5,053	10,223	9,485	19,349	28,834
	Percent	55%	250%	131%	54%	321%	158%	133%	204%	160%	81%	258%	150%
Lifetime MMBtu Savings	Goal	38,916	23,825	62,741	38,668	23,662	62,330	38,412	23,495	61,907	115,996	70,982	186,978
	Actual	43,643	44,400	88,043	46,429	80,028	126,457	37,756	114,058	151,814	127,828	238,486	366,314
	Percent	112%	186%	140%	120%	338%	203%	98%	485%	245%	110%	336%	196%
Annual CO2 Reductions (in Metric Tons)	Actual	142	434	576	140	566	706	339	326	665	621	1,326	1,947
Lifetime CO2 Reductions (in Metric Tons)	Actual	2,821	147,722	150,543	3,051	5,564	8,615	2,622	8,248	10,870	8,494	161,534	170,028

Notes:

- (1) Program expenses shown in this report exclude the performance incentive. The performance incentive is calculated by multiplying the total actual program expenses by 7.5%.
- (2) Program budgets for 2018 have been updated to reflect the underspending in 2016 and 2017.