## Northern Utilities, Inc. - New Hampshire Division Energy Efficiency Program Monthly Report June 2012

|            |                   |              |           |             |           | -           |           |              |            |           |              | -            |            |             |               |            |      |
|------------|-------------------|--------------|-----------|-------------|-----------|-------------|-----------|--------------|------------|-----------|--------------|--------------|------------|-------------|---------------|------------|------|
|            |                   | Beginning    | Rate      |             | DSM       |             | DSM       |              |            | Ending    | Average      | Interest     | Interest @ | Ending Bal. | Total         |            |      |
|            | Actual or Balance |              |           | Per Therm   |           | Collections |           | Expenditures |            |           | Balance      | Balance      |            | Ŭ           | Plus Interest | Therm      | # of |
| Month      | Forecast          | (Over)/Under | C&I       | Residential | C&I       | Residential | C&I       | Residential  | Low-income | Total     | (Over)/Under | (Over)/Under | Prime Rate | Prime Rate  | (Over)/Under  | Sales      | Days |
|            |                   |              |           |             |           |             |           |              |            |           |              |              |            |             |               |            |      |
| June-10    | Actual            | (\$68,455)   | \$0.0054  | \$0.0185    | \$9,243   | \$8,995     | \$25,848  | \$13,854     | \$22,948   | \$62,650  | (\$24,043)   | (\$46,249)   | 3.25%      | (\$124)     | (\$24,167)    | 2,197,606  | 30   |
| July       | Actual            | (\$24,167)   | \$0.0054  | \$0.0185    | \$8,343   | \$6,949     | \$9,439   | \$10,388     | \$33,717   | \$53,544  | \$14,085     | (\$5,041)    | 3.25%      | (\$14)      | \$14,071      | 1,920,384  | 31   |
| August     | Actual            | \$14,071     | \$0.0054  | \$0.0185    | \$8,669   | \$5,808     | \$30,130  | \$13,894     | \$37,016   | \$81,040  | \$80,634     | \$47,352     | 3.25%      | \$131       | \$80,764      | 1,919,332  | 31   |
| September  | Actual            | \$80,765     | \$0.0054  | \$0.0185    | \$9,617   | \$6,541     | \$35,723  | \$30,378     | \$21,644   | \$87,745  | \$152,353    | \$116,559    | 3.25%      | \$311       | \$152,664     | 2,136,181  | 30   |
| October    | Actual            | \$152,663    | \$0.0054  | \$0.0185    | \$12,245  | \$8,381     | \$50,338  | -\$8,531     | \$7,922    | \$49,729  | \$181,766    | \$167,215    | 3.25%      | \$462       | \$182,228     | 2,720,392  | 31   |
| November   | Actual            | \$182,228    | \$0.0152  | \$0.0359    | \$38,691  | \$24,885    | \$19,446  | \$58,977     | \$8,211    | \$86,633  | \$205,285    | \$193,756    | 3.25%      | \$518       | \$205,802     | 4,391,419  | 30   |
| December   | Actual            | \$205,802    | \$0.0152  | \$0.0359    | \$76,818  | \$70,287    | \$101,802 | \$30,186     | \$6,573    | \$138,561 | \$197,259    | \$201,530    | 3.25%      | \$556       | \$197,815     | 7,012,273  | 31   |
| January-11 | Actual            | \$197,815    | \$0.0152  | \$0.0359    | \$105,184 | \$104,751   | \$17,968  | \$22,454     | \$11,441   | \$51,863  | \$39,743     | \$118,779    | 3.25%      | \$328       | \$40,071      | 9,834,669  | 31   |
| February   | Actual            | \$40,071     | \$0.0152  | \$0.0359    | \$104,940 | \$117,432   | \$22,338  | \$17,659     | \$9,944    | \$49,941  | (\$132,360)  | (\$46,144)   | 3.25%      | (\$115)     | (\$132,475)   | 10,176,757 | 28   |
| March      | Actual            | (\$132,475)  | \$0.0152  | \$0.0359    | \$89,429  | \$91,424    | \$54,389  | \$16,137     | \$10,363   | \$80,889  | (\$232,439)  | (\$182,457)  | 3.25%      | (\$504)     | (\$232,943)   | 8,423,426  | 31   |
| April      | Actual            | (\$232,943)  | \$0.0152  | \$0.0359    | \$66,466  | \$68,916    | \$23,217  | \$34,661     | \$16,047   | \$73,926  | (\$294,399)  | (\$263,671)  | 3.25%      | (\$704)     | (\$295,103)   | 6,293,587  | 30   |
| May        | Actual            | (\$295,103)  | \$0.0152  | \$0.0359    | \$41,219  | \$35,547    | \$15,915  | \$13,813     | \$21,790   | \$51,518  | (\$320,351)  | (\$307,727)  | 3.25%      | (\$849)     | (\$321,200)   | 3,702,589  | 31   |
| June       | Actual            | (\$321,200)  | \$0.0152  | \$0.0359    | \$31,671  | \$21,606    | \$20,821  | \$20,884     | \$8,246    | \$49,950  | (*** *** *** | (\$322,863)  | 3.25%      | (\$862)     | (\$325,389)   | 2,685,591  | 30   |
| July       | Actual            | (\$325,389)  | \$0.0152  | \$0.0359    | \$25,937  | \$14,356    | \$13,947  | \$24,549     | \$9,145    | \$47,641  | (+/- /       | (\$321,715)  | 3.25%      | (\$888)     | (\$318,929)   | 2,106,104  | 31   |
| August     | Actual            | (\$318,929)  | \$0.0152  | \$0.0359    | \$25,700  | \$11,515    | \$36,527  | \$19,087     | \$8,759    | \$64,372  | (+/          | (\$305,350)  | 3.25%      | (\$843)     | (\$292,615)   | 2,011,395  | 31   |
| September  | Actual            | (\$292,615)  | \$0.0152  | \$0.0359    | \$29,659  | \$12,820    | \$35,276  | \$33,308     | \$9,161    | \$77,745  | (\$257,349)  | (\$274,982)  | 3.25%      | (\$735)     | (\$258,084)   | 2,308,283  | 30   |
| October    | Actual            | (\$258,084)  | \$0.0152  | \$0.0359    | \$33,971  | \$15,368    | \$24,447  | \$24,593     | \$8,371    | \$57,412  | (\$250,010)  | (\$254,047)  | 3.25%      | (\$701)     | (\$250,712)   | 2,662,803  | 31   |
| November   | Actual            | (\$250,712)  | \$0.0139* | \$0.0346*   | \$45,645  | \$38,694    | \$106,272 | \$40,058     | \$69,395   | \$215,725 | (\$119,325)  | (\$185,019)  | 3.25%      | \$1,727*    | (\$117,599)   | 4,489,459  | 30   |
| December   | Actual            | (\$117,599)  | \$0.0126  | \$0.0333    | \$54,683  | \$49,654    | \$18,219  | \$35,361     | \$23,521   | \$77,101  | (\$144,834)  | (\$131,216)  | 3.25%      | (\$362)     | (\$145,196)   | 5,830,740  | 31   |
| January-12 | Actual            | (\$145,196)  | \$0.0126  | \$0.0333    | \$75,074  | \$86,497    | \$34,019  | \$15,572     | \$8,594    | \$58,185  | (\$248,583)  | (\$196,889)  | 3.25%      | (\$543)     | (\$249,126)   | 8,605,058  | 31   |
| February   | Actual            | (\$249,126)  | \$0.0126  | \$0.0333    | \$72,169  | \$84,517    | \$38,388  | \$15,463     | \$9,620    | \$63,471  | (\$342,341)  | (\$295,734)  | 3.25%      | (\$764)     | (\$343,105)   | 8,265,649  | 29   |
| March      | Actual            | (\$343,105)  | \$0.0126  | \$0.0333    | \$62,484  | \$71,845    | \$29,333  | \$26,591     | \$11,221   |           | (\$410,289)  | (\$376,697)  | 3.25%      | (\$1,040)   | (\$411,323)   | 7,116,395  | 31   |
| April      | Actual            | (\$411,323)  | \$0.0126  | \$0.0333    | \$44,127  | \$45,053    | \$120,115 | \$11,485     | \$11,603   | , .       | (\$357,300)  | (\$384,311)  | 3.25%      | (\$1,022)   | (\$358,323)   | 4,855,061  | 30   |
| May        | Actual            | (\$358,323)  | \$0.0126  | \$0.0333    | \$32,737  | \$28,250    | \$61,130  | \$128,906    | \$8,800    | \$198,835 | (\$220,474)  | (\$289,398)  | 3.25%      | (\$799)     | (\$221,273)   | 3,446,312  | 30   |
| June       | Actual            | (\$221,273)  | \$0.0126  | \$0.0333    | \$26,374  | \$17,202    | \$14,563  | \$38,333     | \$8,948    | \$61,845  | (\$203,003)  | (\$212,138)  | 3.25%      | (\$567)     | (\$203,570)   | 2,609,863  | 31   |

June 2010 - June 2012 / Y.T.D. Actuals

\$1,131,095 \$1,047,292 \$959,609 \$688,059 \$403,001 \$2,050,670

\*Note- November Rate Per Therm for C&I is derived by blending old rate of \$0 0152 and new approved rate of \$0.0126. \*Note- November Rate Per Therm for Residential is derived by blending old rate of \$0.0359 and new approved rate of \$0.0333. \*Note- The November Interest @ Prime Rate includes a true-up for the gas year 2011.