

## Program Cost-Effectiveness - 2013 PLAN

	Total Resource Benefit/Cost Ratio	Present Value			Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Members Served
		Benefit (\$000)	Utility Costs (\$000)	Member Costs (\$000)					
<b>Residential Programs</b>									
ENERGY STAR Homes	7.0	\$ 1,616.0	\$ 161.7	\$ 70.1	40.2	796.6	11.4	9.9	43
Home Performance w/Energy Star	2.5	\$ 879.2	\$ 224.6	\$ 132.3	44.9	470.1	16.4	1.5	88
ENERGY STAR Lighting *1	1.3	\$ 266.3	\$ 125.8	\$ 85.2	473.0	3,699.1	185.3	49.2	28,405
ENERGY STAR Appliances	2.4	\$ 1,691.3	\$ 278.5	\$ 437.9	501.8	4,926.7	52.4	61.9	2,181
Home Energy Assistance	1.3	\$ 376.5	\$ 286.2	\$ -	88.6	956.0	9.1	10.1	57
High Efficiency Heat Pump	3.7	\$ 801.7	\$ 107.8	\$ 106.7	488.3	12,207.5	132.8	2.6	14
<b>Subtotal Residential</b>	<b>2.8</b>	<b>\$ 5,631.0</b>	<b>\$ 1,184.6</b>	<b>\$ 832.2</b>	<b>1,636.7</b>	<b>23,055.9</b>	<b>407.4</b>	<b>135.2</b>	<b>30,788</b>
<b>Commercial/Industrial Programs</b>									
New Construction / Major Renovatio	0.0								-
Large C&I Retrofit	2.3	\$ 699.1	\$ 155.9	\$ 154.2	730.0	9,489.9	132.8	75.2	11
Small C&I Retrofit	2.3	\$ 1,520.1	\$ 421.0	\$ 253.4	1,236.1	17,090.9	152.7	257.5	79
Other (Education)	0.0	\$ -	\$ 34.3	\$ -	-	-	-	-	-
Smart Start	0.0	\$ -	\$ 12.5	\$ -	-	-	-	-	-
<b>Subtotal C&amp;I</b>	<b>2.2</b>	<b>2,219.2</b>	<b>623.6</b>	<b>407.6</b>	<b>1,966.1</b>	<b>26,580.8</b>	<b>285.6</b>	<b>332.8</b>	<b>90</b>
<b>Total</b>		<b>\$ 7,850.2</b>	<b>\$ 1,808.2</b>	<b>\$ 1,239.8</b>	<b>3,602.8</b>	<b>49,636.7</b>	<b>692.9</b>	<b>468.0</b>	<b>30,878</b>

Note 1: Plan included 7,101 members purchasing a total of 28,405 lighting products (4 per member)

Program Cost-Effectiveness - 2013 ACTUAL

	Total Resource Benefit/Cost Ratio	Present Value			Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Members Served
		Benefit (\$000)	Utility Costs (\$000)	Member Costs (\$000)					
<b>Residential Programs</b>									
ENERGY STAR Homes	3.84	\$ 272.0	\$ 70.3	\$ 0.6	6.0	95.0	2.0	1.0	8
Home Performance w/Energy Star	0.23	\$ 52.3	\$ 86.7	\$ 140.7	57.5	826.2	19.2	0.8	54
ENERGY STAR Lighting *1	1.44	\$ 285.1	\$ 121.7	\$ 76.3	462.0	3,912.0	181.0	48.0	27,936
ENERGY STAR Appliances	2.34	\$ 2,446.8	\$ 444.5	\$ 603.2	272.7	2,392.1	(95.3)	58.8	2,790
Home Energy Assistance	1.36	\$ 484.1	\$ 354.7	\$ -	56.0	634.0	6.0	6.0	53
High Efficiency Heat Pump	<u>1.75</u>	<u>\$ 49.0</u>	<u>\$ 13.1</u>	<u>\$ 14.9</u>	<u>29.4</u>	<u>734.4</u>	<u>7.8</u>	<u>0.3</u>	<u>2</u>
<b>Subtotal Residential</b>	<b>1.86</b>	<b>\$ 3,589.3</b>	<b>\$ 1,091.0</b>	<b>\$ 835.6</b>	<b>883.6</b>	<b>8,593.7</b>	<b>120.7</b>	<b>114.9</b>	<b>30,843.0</b>
<b>Commercial/Industrial Programs</b>									
New Construction / Major Renovatio	0.00								-
Large C&I Retrofit	2.37	\$ 1,369.4	\$ 197.7	\$ 379.2	1,481.0	19,254.0	263.0	127.0	19
Small C&I Retrofit	1.45	\$ 952.2	\$ 362.6	\$ 296.3	863.0	10,887.0	107.0	176.0	87
Other (Education)	0.00	\$ -	\$ 18.4	\$ -	-	-	-	-	-
Smart Start	<u>0.00</u>	<u>\$ -</u>	<u>\$ 4.0</u>	<u>\$ -</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
<b>Subtotal C&amp;I</b>	<b>1.85</b>	<b>2,321.5</b>	<b>582.7</b>	<b>675.5</b>	<b>2,344.0</b>	<b>30,141.0</b>	<b>370.0</b>	<b>303.0</b>	<b>106.0</b>
Home Performance w/Energy Star Fuel Neutral		\$ 680.3	\$ 126.9	\$ 121.7					
<b>Total</b>		<b>\$ 6,591.2</b>	<b>\$ 1,800.6</b>	<b>\$ 1,632.8</b>	<b>3,227.6</b>	<b>38,734.7</b>	<b>490.7</b>	<b>417.9</b>	<b>30,949.0</b>

Note 1: Actual included 6,984 members purchasing a total of 27,936 lighting products (4 per member)

## Present Value Benefits - 2013 PLAN

	Total Benefits (\$000)	CAPACITY				ENERGY				Non Electric Resource
		Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	
<b>Residential Programs</b>										
ENERGY STAR Homes	\$1,616,019	\$16,855	\$0	\$3,223	\$10,298	\$14,976	\$19,166	\$7,862	\$9,578	\$1,534,059
Home Performance w/Energy Star	\$879,181	\$127	\$0	\$52	\$165	\$8,860	\$17,642	\$421	\$511	\$851,404
ENERGY STAR Lighting <sup>*1</sup>	\$266,325	\$20,438	\$0	\$6,066	\$19,382	\$64,053	\$82,789	\$33,082	\$40,513	\$0
ENERGY STAR Appliances	\$1,691,258	\$28,322	\$0	\$9,723	\$31,066	\$83,051	\$106,595	\$47,157	\$55,195	\$1,330,149
Home Energy Assistance	\$376,539	\$5,244	\$0	\$1,728	\$5,521	\$16,408	\$21,459	\$8,596	\$10,437	\$307,145
High Efficiency Heat Pump	<u>\$801,709</u>	<u>\$5,137</u>	<u>\$0</u>	<u>\$935</u>	<u>\$2,988</u>	<u>\$261,813</u>	<u>\$517,626</u>	<u>\$6,554</u>	<u>\$6,656</u>	<u>\$0</u>
<b>Subtotal Residential</b>	<b>\$5,631,031</b>	<b>\$76,124</b>	<b>\$0</b>	<b>\$21,728</b>	<b>\$69,420</b>	<b>\$449,161</b>	<b>\$765,277</b>	<b>\$103,673</b>	<b>\$122,891</b>	<b>\$4,022,758</b>
<b>Commercial/Industrial Programs</b>										
New Construction / Major Renovation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Large C&I Retrofit	\$699,097	\$56,547	\$0	\$15,282	\$48,825	\$198,401	\$273,174	\$61,051	\$45,818	\$0
Small C&I Retrofit	\$1,520,056	\$216,772	\$0	\$55,357	\$176,866	\$384,409	\$297,772	\$227,201	\$161,679	\$0
Other (Education)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Smart Start	\$0	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>
<b>Subtotal C&amp;I</b>	<b>\$2,219,153</b>	<b>\$273,319</b>	<b>\$0</b>	<b>\$70,638</b>	<b>\$225,691</b>	<b>\$582,810</b>	<b>\$570,946</b>	<b>\$288,252</b>	<b>\$207,497</b>	<b>\$0</b>
<b>Total</b>	<b>\$7,850,184</b>	<b>\$349,443</b>	<b>\$0</b>	<b>\$92,366</b>	<b>\$295,111</b>	<b>\$1,031,971</b>	<b>\$1,336,223</b>	<b>\$391,925</b>	<b>\$330,388</b>	<b>\$4,022,758</b>

## Present Value Benefits - 2013 ACTUAL

BCR Activity	Total Benefits									
	Total Benefits	Capacity				Energy				Non Electric Resource
		Generation		Trans	MDC	Winter		Summer		
		Summer	Winter			Peak	Off Peak	Peak	Off Peak	
Residential	\$3,589,291	\$57,785	\$0	\$17,681	\$56,490	\$145,558	\$163,819	\$97,080	\$114,544	\$2,936,333
EnergyStar Homes	\$271,981	\$1,780	\$0	\$362	\$1,155	\$1,726	\$2,217	\$981	\$1,128	\$262,632
NH Home Performance w/ Energy Star	\$52,339	\$750	\$0	\$186	\$593	\$14,690	\$19,130	\$7,644	\$9,348	\$0
EnergyStar Lighting	\$285,112	\$22,931	\$0	\$6,372	\$20,360	\$68,451	\$88,404	\$35,286	\$43,308	\$0
EnergyStar Appliances	\$2,446,789	\$27,956	\$0	\$9,492	\$30,327	\$34,151	\$9,335	\$46,506	\$52,957	\$2,236,067
High Efficiency Heat Pump Pgm	\$48,980	\$697	\$0	\$127	\$406	\$15,583	\$30,409	\$925	\$833	\$0
Home Energy Assistance	\$484,089	\$3,671	\$0	\$1,142	\$3,650	\$10,958	\$14,325	\$5,738	\$6,971	\$437,634
Home Performance w/Energy Star Fuel Neutral	\$680,325	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$680,325
Commercial & Industrial	\$2,321,536	\$223,834	\$0	\$60,385	\$192,930	\$611,834	\$765,023	\$253,130	\$214,400	\$0
New Equipment & Construction	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Large C&I Retrofit	\$1,369,364	\$95,261	\$0	\$25,744	\$82,252	\$363,504	\$573,801	\$111,814	\$116,989	\$0
Small Business Energy Solutions	\$952,172	\$128,573	\$0	\$34,641	\$110,678	\$248,330	\$191,223	\$141,316	\$97,411	\$0
<b>Grand Total</b>	<b>\$5,910,827</b>	<b>\$281,619</b>	<b>\$0</b>	<b>\$78,066</b>	<b>\$249,421</b>	<b>\$757,392</b>	<b>\$928,843</b>	<b>\$350,209</b>	<b>\$328,944</b>	<b>\$2,936,333</b>

**Shareholder Incentive Calculation**  
 2013

	<u>Planned</u>	<u>Actual</u>
<b>Commercial/Industrial Incentive</b>		
1. Benefit/Cost Ratio	2.05	1.78
2. Threshold Benefit / Cost Ratio <sup>1</sup>	1.00	
3. Lifetime kWh Savings	26,580,844	30,141,000
4. Threshold Lifetime kWh Savings (65%) <sup>2</sup>	17,277,548	
5. Budget	\$623,632	\$582,717
6. Benefit / Cost Percentage of Budget	4.00%	
7. Lifetime kWh Percentage of Budget	4.00%	
<b>8. C/I Member Incentive</b>	\$49,891	<b>\$46,633</b>
<b>9. Cap (12%)</b>	\$74,836	
<b>Residential Incentive</b>		
10. Benefit / Cost Ratio	2.67	1.83
11. Threshold Benefit / Cost Ratio <sup>1</sup>	1.00	
12. Lifetime kWh Savings	23,055,887	8,593,673
13. Threshold Lifetime kWh Savings (65%) <sup>2</sup>	14,986,327	
14. Budget	\$1,184,556	\$1,090,979
15. Benefit / Cost Percentage of Budget	4.00%	
16. Lifetime kWh Percentage of Budget	4.00%	
<b>17. Residential Incentive</b>	\$94,765	<b>\$30,019</b>
<b>18. Cap (12%)</b>	\$142,147	
<b>19. TOTAL INCENTIVE EARNED</b>		<b>\$76,652</b>

**Notes**

1. Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.
2. Actual Lifetime kWh Savings for each sector must be greater than or equal to 65% of projected savings.
3. HPwES Fuel Neutral portion of the actual expenses will be reduced on final year-end incentive calculation per NHPUC Order Nos. 24,974 and 25,402.

**Planned Versus Actual Benefit / Cost Ratio by Sector**  
 2013

	<u>Planned</u>	<u>Actual</u>
<b>Commercial &amp; Industrial:</b>		
1. Benefits (Value) From Eligible Programs	\$ 2,219,153	\$ 2,321,536
2. Implementation Expenses	\$ 623,632	\$ 582,717
3. Customer Contribution	\$ 457,476	\$ 675,544
4. Estimated Member Incentive	<u>\$ 49,891</u>	<u>\$46,633</u>
5. Total Costs Including Member Incentive	\$ 1,081,108	\$ 1,304,894
5. Benefit/Cost Ratio - C&I Sector	<b>2.05</b>	<b>1.78</b>
<b>Residential:</b>		
6. Benefits (Value) From Eligible Programs	\$ 5,631,031	\$ 3,589,290
7. Implementation Expenses	\$ 1,184,556	\$ 1,090,979
8. Customer Contribution	\$ 926,986	\$ 835,574
4. Estimated Member Incentive	<u>\$ 94,765</u>	<u>\$ 30,019</u>
5. Total Costs Including Member Incentive	\$ 2,111,543	\$ 1,956,572
10. Benefit/Cost Ratio - Residential Sector	<b>2.67</b>	<b>1.83</b>

**Actual Lifetime Energy Savings by Sector and Program**  
 2013

	Lifetime kWh Savings	
	<u>Planned</u>	<u>Actual</u>
<b>Commercial &amp; Industrial:</b>		
New Equipment & Construction	0	0
Large C&I Retrofit	9,489,929	19,254,000
Small Business Energy Solutions	17,090,915	10,887,000
Education	0	0
Other	<u>0</u>	<u>0</u>
Total Commercial & Industrial Included for Incentive Calculation	<b>26,580,844</b>	<b>30,141,000</b>
<b>Residential:</b>		
Home Energy Assistance Program	956,047	634,000
Home Energy Solutions Program	470,060	826,217
ENERGY STAR Homes Program	796,573	95,000
ENERGY STAR Appliance Program	4,926,680	2,392,081
ENERGY STAR Lighting Program	3,699,053	3,912,000
High Efficiency Heat Pump Program	<u>12,207,474</u>	<u>734,375</u>
Total Residential Included for Incentive Calculation	<b>23,055,887</b>	<b>8,593,673</b>

**RGGI Expansion  
of NH CORE Energy Efficiency Programs  
2012 - 2013**

**Calculation of Performance Incentive**

<b>Programs</b>	<b>Planned</b>	<b>Actual</b>
<b>Residential</b>		
ENERGY STAR Appliance	\$3,476	\$3,960
Home Energy Assistance	<u>\$135,841</u>	<u>\$147,761</u>
	\$139,317	\$151,721
<b>Commercial, Industrial &amp; Municipal</b>		
Large Business New Equip. & Construction	\$70,000	\$41,451
Small Business Energy Solutions	\$34,225	\$50,328
Education (Energy Code Training)	<u>\$1,738</u>	<u>\$1,782</u>
	\$105,963	\$93,560
<b>Total Residential, Commercial, Industrial &amp; Municipal</b>	\$245,280	\$245,281
<b>Balance Remaining (Planned less Actual)</b>	-\$1	
<b>Performance Incentive</b>		
Residential (Excludes Home Energy Assistance)	\$278	\$317
Commercial & Industrial & Municipal	<u>\$8,477</u>	<u>\$7,485</u>
<b>Total</b>	\$8,755	\$7,802

Notes:

(1) Authorized by Order No. 25,425 in Docket DE 10-188.

**RGGI Expansion  
 of NH CORE Energy Efficiency Programs  
 2012 - 2013**

**Actual Lifetime Energy Savings and Members Served by Sector and Program**

<b>Programs</b>	<b>Actual Lifetime kWh</b>	<b>Actual Lifetime MMBTU</b>	<b>Number of Customers Served</b>
<b>Residential Programs</b>			
ENERGY STAR Appliance	0	1,070	8
Home Energy Assistance	<u>295,064</u>	<u>9,614</u>	<u>18</u>
	295,064	10,684	26
<b>Commercial, Industrial &amp; Municipal</b>			
Large Business New Equip. & Construction	4,966,438	0	16
Small Business Energy Solutions	1,543,012	0	19
Education (Energy Code Training)	<u>0</u>	<u>0</u>	<u>0</u>
	6,509,450	0	35
<b>Total Residential, Commercial, Industrial &amp; Municipal</b>	<b>6,804,514</b>	<b>10,684</b>	<b>61</b>

Notes:

(1) As approved by Commission Order No. 25,425 in Docket DE 10-188, there were no planned lifetime kWh savings.

**2013 End of Year Reconciliation**

	<u><b>2013</b></u>
<b>Carry Forward Balance</b>	<b>\$ 470,282</b>
<b>Funding:</b>	
System Benefit Charge	\$ 1,380,350
Forward Capacity Market	\$ 27,064
RGGI	\$ 418,875
Interest	20,697
<b>Total Funding for 2013 Energy Efficiency Programs</b>	<b><u>\$ 1,846,987</u></b>
<b>Expenses:</b>	
Energy Efficiency Expenditures	\$ 1,800,626
FCM Expenses	\$ 14,448
Prior Year Correction	\$ 138
Member Incentive - 2012 <sup>1</sup>	\$ 108,325
Member Incentive - 2013 <sup>2</sup>	\$76,652
<b>Total 2013 Program Expenses</b>	<b><u>\$ 2,000,189</u></b>
 <b>Carry Forward Balance</b>	 <b><u><u>\$ 317,080</u></u></b>

2. 2012 member incentive accrued in 2012 and booked in 2013

3. 2013 member incentive accrued in 2013 and booked in 2014