

CALCULATION OF THE DEFAULT SERVICE CHARGE

(R)

Non-GI Class Default Service:	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Apr-12	Total
Power Supply Charge							
1 Reconciliation	\$118,712	\$130,852	\$144,437	\$129,737	\$123,193	\$109,835	\$756,766
2 Total Costs	<u>\$4,310,516</u>	<u>\$5,242,290</u>	<u>\$6,404,978</u>	<u>\$5,774,660</u>	<u>\$4,639,087</u>	<u>\$4,069,824</u>	<u>\$30,441,355</u>
3 Reconciliation plus Total Costs (L.1 + L.2)	\$4,429,229	\$5,373,142	\$6,549,415	\$5,904,397	\$4,762,280	\$4,179,658	\$31,198,121
4 kWh Purchases	<u>66,740,691</u>	<u>73,565,609</u>	<u>81,203,115</u>	<u>72,938,785</u>	<u>69,259,531</u>	<u>61,749,587</u>	<u>425,457,318</u>
5 Total, Before Losses (L.3 / L.4)	\$0.06636	\$0.07304	\$0.08065	\$0.08095	\$0.06876	\$0.06769	\$0.07333
6 Losses	<u>6.40%</u>						
7 Total Retail Rate - Variable Power Supply Charge (L.5 * (1+L.6))	\$0.07061	\$0.07771	\$0.08582	\$0.08613	\$0.07316	\$0.07202	
8 Total Retail Rate - Fixed Power Supply Charge (L.5 * (1+L.6))							\$0.07802
Renewable Portfolio Standard (RPS) Charge							
9 Reconciliation	(\$28,680)	(\$31,613)	(\$34,895)	(\$31,343)	(\$29,762)	(\$26,535)	(\$182,827)
10 Total Costs	<u>\$153,280</u>	<u>\$168,949</u>	<u>\$215,094</u>	<u>\$193,207</u>	<u>\$183,462</u>	<u>\$163,570</u>	<u>\$1,077,561</u>
11 Reconciliation plus Total Costs (L.9 + L.10)	\$124,600	\$137,336	\$180,199	\$161,864	\$153,700	\$137,035	\$894,734
12 kWh Purchases	<u>66,740,691</u>	<u>73,565,609</u>	<u>81,203,115</u>	<u>72,938,785</u>	<u>69,259,531</u>	<u>61,749,587</u>	<u>425,457,318</u>
13 Total, Before Losses (L.11 / L.12)	\$0.00187	\$0.00187	\$0.00222	\$0.00222	\$0.00222	\$0.00222	\$0.00210
14 Losses	<u>6.40%</u>						
15 Total Retail Rate - Variable RPS Charge (L.13 * (1+L.14))	\$0.00199	\$0.00199	\$0.00236	\$0.00236	\$0.00236	\$0.00236	
16 Total Retail Rate - Fixed RPS Charge (L.13 * (1+L.14))							\$0.00224
17 Total Retail Rate - Variable Default Service Charge (L.7 + L.15)	\$0.07260	\$0.07970	\$0.08818	\$0.08849	\$0.07552	\$0.07438	
18 Total Retail Rate - Fixed Default Service Charge (L.8+L.16)							\$0.08026

As shown on Schedule LSM-2, Page 1

Non-GI Class Default Service:	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Total
Power Supply Charge							
1 Reconciliation	\$225,305	\$273,597	\$273,139	\$318,680	\$249,159	\$257,083	\$1,596,962
2 Total Costs	<u>\$3,420,246</u>	<u>\$4,079,415</u>	<u>\$4,440,651</u>	<u>\$5,185,879</u>	<u>\$3,725,315</u>	<u>\$3,867,544</u>	<u>\$24,719,051</u>
3 Reconciliation plus Total Costs (L.1 + L.2)	\$3,645,551	\$4,353,011	\$4,713,790	\$5,504,560	\$3,974,474	\$4,124,628	\$26,316,013
4 kWh Purchases	<u>58,363,921</u>	<u>70,873,661</u>	<u>70,755,027</u>	<u>82,552,369</u>	<u>64,543,305</u>	<u>66,595,980</u>	<u>413,684,262</u>
5 Total, Before Losses (L.3 / L.4)	\$0.06246	\$0.06142	\$0.06662	\$0.06668	\$0.06158	\$0.06194	\$0.06361
6 Losses	<u>6.40%</u>						
7 Total Retail Rate - Variable Power Supply Charge (L.5 * (1+L.6))	\$0.06646	\$0.06535	\$0.07089	\$0.07095	\$0.06552	\$0.06590	
8 Total Retail Rate - Fixed Power Supply Charge (L.5 * (1+L.6))							\$0.06769
Renewable Portfolio Standard (RPS) Charge							
9 Reconciliation	(\$32,217)	(\$39,122)	(\$39,057)	(\$45,569)	(\$35,628)	(\$36,761)	(\$228,354)
10 Total Costs	<u>\$205,794</u>	<u>\$249,900</u>	<u>\$249,480</u>	<u>\$291,076</u>	<u>\$227,581</u>	<u>\$234,817</u>	<u>\$1,458,649</u>
11 Reconciliation plus Total Costs (L.9 + L.10)	\$173,577	\$210,778	\$210,423	\$245,507	\$191,953	\$198,056	\$1,230,294
12 kWh Purchases	<u>58,363,921</u>	<u>70,873,661</u>	<u>70,755,027</u>	<u>82,552,369</u>	<u>64,543,305</u>	<u>66,595,980</u>	<u>413,684,262</u>
13 Total, Before Losses (L.11 / L.12)	\$0.00297	\$0.00297	\$0.00297	\$0.00297	\$0.00297	\$0.00297	\$0.00297
14 Losses	<u>6.40%</u>						
15 Total Retail Rate - Variable RPS Charge (L.13 * (1+L.14))	\$0.00316	\$0.00316	\$0.00316	\$0.00316	\$0.00316	\$0.00316	
16 Total Retail Rate - Fixed RPS Charge (L.13 * (1+L.14))							\$0.00316
17 Total Retail Rate - Variable Default Service Charge (L.7 + L.15)	\$0.06962	\$0.06851	\$0.07405	\$0.07411	\$0.06868	\$0.06906	
18 Total Retail Rate - Fixed Default Service Charge (L.8+L.16)							\$0.07085

As shown on Schedule LSM-3, Page 1

Authorized by NHPUC Order No. 25-269 in Case No. DE 12-00344-028, dated September 16, 2011

CALCULATION OF THE DEFAULT SERVICE CHARGE

G1 Class Default Service:	Feb-12	Mar-12	Apr-12	Total	As shown on Schedule LSM-4, Page 1			
					May-12	Jun-12	Jul-12	Total
Power Supply Charge								
1 Reconciliation	(\$1,153)	(\$1,116)	(\$1,171)	(\$3,440)	(\$26,711)	(\$27,290)	(\$31,916)	(\$85,917)
2 Total Costs	<u>\$316,776</u>	<u>\$305,122</u>	<u>\$322,442</u>	<u>\$944,341</u>	<u>\$252,575</u>	<u>\$240,687</u>	<u>\$284,624</u>	<u>\$777,885</u>
3 Reconciliation plus Total Costs (L.1 + L.2)	<u>\$315,623</u>	<u>\$304,006</u>	<u>\$321,272</u>	<u>\$940,901</u>	<u>\$225,863</u>	<u>\$213,397</u>	<u>\$252,708</u>	<u>\$691,968</u>
4 kWh Purchases	<u>5,208,172</u>	<u>5,042,260</u>	<u>5,289,117</u>	<u>15,539,549</u>	<u>5,490,937</u>	<u>5,609,892</u>	<u>6,560,900</u>	<u>17,661,729</u>
5 Total, Before Losses (L.3 / L.4)	\$0.06060	\$0.06029	\$0.06074		\$0.04113	\$0.03804	\$0.03852	
6 Losses	<u>4.591%</u>	<u>4.591%</u>	<u>4.591%</u>		<u>4.591%</u>	<u>4.591%</u>	<u>4.591%</u>	
7 Total Retail Rate - Variable Power Supply Charge (L.5 * (1+L.6))	<u>\$0.06338</u>	<u>\$0.06306</u>	<u>\$0.06353</u>		<u>\$0.04302</u>	<u>\$0.03979</u>	<u>\$0.04029</u>	
Renewable Portfolio Standard (RPS) Charge								
8 Reconciliation	\$3,560	\$3,446	\$3,615	\$10,621	(\$8,950)	(\$9,144)	(\$10,694)	(\$28,788)
9 Total Costs	<u>\$15,900</u>	<u>\$15,394</u>	<u>\$16,147</u>	<u>\$47,441</u>	<u>\$19,700</u>	<u>\$20,127</u>	<u>\$23,539</u>	<u>\$63,367</u>
10 Reconciliation plus Total Costs (L.8 + L.9)	<u>\$19,460</u>	<u>\$18,840</u>	<u>\$19,762</u>	<u>\$58,062</u>	<u>\$10,750</u>	<u>\$10,983</u>	<u>\$12,845</u>	<u>\$34,579</u>
11 kWh Purchases	<u>5,208,172</u>	<u>5,042,260</u>	<u>5,289,117</u>	<u>15,539,549</u>	<u>5,490,937</u>	<u>5,609,892</u>	<u>6,560,900</u>	<u>17,661,729</u>
12 Total, Before Losses (L.10 / L.11)	\$0.00374	\$0.00374	\$0.00374		\$0.00196	\$0.00196	\$0.00196	
13 Losses	<u>4.591%</u>	<u>4.591%</u>	<u>4.591%</u>		<u>4.591%</u>	<u>4.591%</u>	<u>4.591%</u>	
14 Total Retail Rate - Variable RPS Charge (L.12 * (1+L.13))	<u>\$0.00391</u>	<u>\$0.00391</u>	<u>\$0.00391</u>		<u>\$0.00205</u>	<u>\$0.00205</u>	<u>\$0.00205</u>	
15 Total Retail Rate - Variable Default Service Charge (L.7 + L.14)	<u>\$0.06729</u>	<u>\$0.06697</u>	<u>\$0.06744</u>		<u>\$0.04507</u>	<u>\$0.04184</u>	<u>\$0.04234</u>	

Authorized by NHPUC Order No. ~~25,303~~ in Case No. DE 12-003 ~~11-028~~, dated ~~December 15, 2011~~

Issued: March 9, 2012~~December 9, 2011~~
Effective: May~~February~~ 1, 2012

Issued By: Mark H. Collin
Treasurer

RENEWABLE SOURCE OPTION
SCHEDULE RSO _____ (I)

AVAILABILITY

The Renewable Source Option (“RSO”) shall be available to all Domestic and Regular General Service customers who are taking Default Service from the Company except for those who are enrolled in the Residential Low-Income Electric Assistance Program or have been approved to receive electric service payment assistance through the Fuel Assistance Program administered by a Community Action Agency. This option is not applicable to outdoor lighting kilowatt-hour usage of Customers taking service under the Company’s Outdoor Lighting Service delivery schedule.

RSO is an optional energy attribute service that allows customers to financially support renewable generation resources and technologies. Revenue received under the RSO will be used to purchase and retire Renewable Energy Certificates (RECs) produced by generation resources qualified by the NHPUC under New Hampshire Code of Administrative Rules, Chapter PUC 2500 (Chapter 2500 Rule) to produce Class I and Class II RECs, or to make alternative compliance payments to the Renewable Energy Trust (RET). Class I and Class II RECs will be purchased and retired, or payments made to the RET, according to the kilowatt-hour usage of customers opting to support this service, the percentage associated with the Renewable Source Option they choose, and the relative percentage of Class I and Class II minimum electric renewable portfolio standards pursuant to Table 2500.01 of the Chapter 2500 Rule.

Customers may choose one of three service options:

100% Renewable Source Option	The Company will purchase and retire Class I and Class II Renewable Energy Credits to match the Customer’s total kilowatt-hour usage.
50% Renewable Source Option	The Company will purchase and retire Class I and Class II Renewable Energy Credits to match 50% of the Customer’s total kilowatt-hour usage.
25% Renewable Source Option	The Company will purchase and retire Class I and Class II Renewable Energy Credits to match 25% of the Customer’s total kilowatt-hour usage.

RENEWABLE SOURCE OPTION CHARGE

The Renewable Source Option Charges (“RSOC”) for Customers opting to participate in the RSO are as follows:

100% Renewable Source Option	\$0.0 28984857 per kilowatt-hour
50% Renewable Source Option	\$0.0 14492429 per kilowatt-hour
25% Renewable Source Option	\$0.0 07251214 per kilowatt-hour

RENEWABLE SOURCE OPTION CHARGE RECONCILIATION

The RSOC shall be established biannually, for effect May 1 and November 1, or will otherwise coincide with Default Energy Service rate changes for the Company's Domestic and Regular

Authorized by NHPUC Order No. ~~25,269~~ in Case No. DE ~~12-00311-028~~ dated ~~September 16, 2011~~

Issued: ~~March~~September 9, 201~~2~~1
Effective: ~~May~~November 1, 201~~2~~1

Issued by: Mark H. Collin
Treasurer

	<u>May-12</u>	<u>Jun-12</u>	<u>Jul-12</u>	<u>Aug-12</u>	<u>Sep-12</u>	<u>Oct-12</u>	<u>Total</u>
1 Reconciliation (1)	\$225,305	\$273,597	\$273,139	\$318,680	\$249,159	\$257,083	\$1,596,962
2 Total Costs (Page 2)	\$3,420,246	\$4,079,415	\$4,440,651	\$5,185,879	\$3,725,315	\$3,867,544	\$24,719,051
3 Reconciliation plus Total Costs (L.1 + L.2)	\$3,645,551	\$4,353,011	\$4,713,790	\$5,504,560	\$3,974,474	\$4,124,628	\$26,316,013
4 kWh Purchases	<u>58,363,921</u>	<u>70,873,661</u>	<u>70,755,027</u>	<u>82,552,369</u>	<u>64,543,305</u>	<u>66,595,980</u>	<u>413,684,262</u>
5 Total, Before Losses (L.3 / L.4)	\$0.06246	\$0.06142	\$0.06662	\$0.06668	\$0.06158	\$0.06194	\$0.06361
6 Losses	<u>6.40%</u>						
7 Total Retail Rate - Variable Power Supply Charge (L.5 * (1+L.6))	\$0.06646	\$0.06535	\$0.07089	\$0.07095	\$0.06552	\$0.06590	
8 Total Retail Rate - Fixed Power Supply Charge (L.5 * (1+L.6))							\$0.06769

(1) Balance as of January 31, 2012 modified, as detailed below, to reflect that current rates (through April 30, 2012) include a charge for the undercollection as of January 31, 2011. Amount is further modified to remove the remainder of Smart Grid expenses (amounts not yet collected) in order to recover over the period May-October 2012. The figure is then allocated between rate periods (May-October 2012 and November 2012-April 2013) with remaining Smart Grid expenses added to May-October 2012, and then to each month, May through October 2012, on equal per kWh basis.

a	January 31, 2012 actual balance - Schedule LSM-2, Page 2	\$3,305,171	
b	less: Estimated remaining prior period reconciliation - Feb, Mar, Apr 2012		
c	Estimated kWh Sales Feb-Apr 2012	190,288,838	
d	Amount of reconciliation in current rate	<u>\$0.00189</u>	
e	Estimated amount of reconciliation - Feb-Apr 2012	\$359,646	
f	less: Smart Grid expenses through Jan 2012 less amount included in Nov11-Apr12 reconciliation	\$246,642	
g	Reconciliation for May 1, 2012-Apr 30, 2013 (not including remaining Smart Grid expenses) (line a-line e-line f)	\$2,698,883	
h	Total Smart Grid Expenses per DE 09-137	\$419,934	
i	Smart Grid expenses included in Non-G1 default service rates Nov 2011-Apr 2012	<u>\$166,206</u>	
j	Smart Grid expenses to recover May 2012-Oct 2012 (line h-line i)	\$253,728	
k	kWh purchases forecast May-October 2012	413,684,262	49.77%
l	kWh purchases forecast November 2012-April 2013	<u>417,463,731</u>	50.23%
m	Total	831,147,993	
n	Reconciliation amount for May-October 2012	(line g * line k%) + line j	\$1,596,962
o	Reconciliation amount for November 2012-April 2013	(line g * line l%)	<u>\$1,355,649</u>
p	Total	(line n + line o)	\$2,952,611

Unitil Energy Systems, Inc.
 Reconciliation of Non-G1 Class Power Supply Charge Costs and Revenues

Schedule LSM-2
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	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)
	Beginning Balance	Total Costs (Page 3)	Total Revenue (Page 4)	Ending Balance Before Interest (a + b - c)	Average Monthly Balance ((a+d) / 2)	Interest Rate	Number of Days / Month	Computed Interest	Ending Balance with Interest (d + h)
Feb-11	\$1,239,132	\$5,243,126	\$4,789,886	\$1,692,372	\$1,465,752	3.25%	28	\$3,654	\$1,696,026
Mar-11	\$1,696,026	\$4,972,219	\$5,700,779	\$967,466	\$1,331,746	3.25%	31	\$3,676	\$971,142
Apr-11	\$971,142	\$4,316,318	\$4,027,498	\$1,259,963	\$1,115,553	3.25%	30	\$2,980	\$1,262,943
May-11	\$1,262,943	\$3,497,252	\$3,926,309	\$833,886	\$1,048,414	3.25%	31	\$2,894	\$836,780
Jun-11	\$836,780	\$4,549,863	\$3,394,030	\$1,992,613	\$1,414,697	3.25%	30	\$3,779	\$1,996,392
Jul-11	\$1,996,392	\$5,790,052	\$5,883,082	\$1,903,363	\$1,949,878	3.25%	31	\$5,382	\$1,908,745
Aug-11	\$1,908,745	\$5,486,108	\$3,694,498	\$3,700,355	\$2,804,550	3.25%	31	\$178,826 (1)	\$3,879,181
Sep-11	\$3,879,181	\$3,844,244	\$4,324,576	\$3,398,850	\$3,639,016	3.25%	30	\$9,721	\$3,408,570
Oct-11	\$3,408,570	\$3,765,651	\$4,062,970	\$3,111,251	\$3,259,911	3.25%	31	\$8,998	\$3,120,250
Nov-11	\$3,120,250	\$3,968,932	\$4,057,410	\$3,031,772	\$3,076,011	3.25%	30	\$8,217	\$3,039,989
Dec-11	\$3,039,989	\$5,026,773	\$5,146,450	\$2,920,312	\$2,980,150	3.25%	31	\$8,226	\$2,928,538
Jan-12	\$2,928,538	<u>\$5,731,596</u>	<u>\$5,363,531</u>	\$3,296,603	\$3,112,570	3.25%	31	<u>\$8,568</u>	\$3,305,171
Total		\$56,192,135	\$54,371,018					\$244,921	

(1) Includes \$172,675.60 related to customer billing adjustment.

*Calculation of Working Capital
Supplier Charges and GIS Support Payments*

	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)
	Total Non-G1 Class DS Supplier Charges (1)	GIS Support Payments	Number of Days of Lag / 365	Working Capital Requirement ((a+b)*c)	Prime Rate	Supply Related Working Capital (d * e)	Provision for Uncollected Accounts	Internal Company Administrative Costs	Legal Charges	Consulting Outside Service Charges	Total Costs (sum a + b + f + g + h + i + j)
Feb-11	\$5,149,283	\$643	4.36%	\$224,339	3.25%	\$7,291	\$43,006	\$1,999	\$0	\$40,905	\$5,243,126
Mar-11	\$4,937,013	\$650	4.36%	\$215,093	3.25%	\$6,991	\$18,746	\$1,999	\$0	\$6,820	\$4,972,219
Apr-11	\$4,218,507	\$561	4.36%	\$183,790	3.25%	\$5,973	\$66,892	\$1,999	\$755	\$21,631	\$4,316,318
May-11	\$3,390,536	\$600	6.05%	\$205,141	3.25%	\$6,667	\$50,113	\$1,999	\$0	\$47,336	\$3,497,252
Jun-11	\$4,435,027	\$504	6.05%	\$268,319	3.25%	\$8,720	\$58,436	\$1,999	\$0	\$45,177	\$4,549,863
Jul-11	\$5,670,122	\$507	6.05%	\$343,034	3.25%	\$11,149	\$50,374	\$1,999	\$0	\$55,901	\$5,790,052
Aug-11	\$5,393,329	\$774	6.05%	\$326,306	3.25%	\$10,605	\$64,567	\$1,999	\$0	\$14,834	\$5,486,108
Sep-11	\$3,777,506	\$700	6.05%	\$228,556	3.25%	\$7,428	\$44,688	\$1,999	\$0	\$11,922	\$3,844,244
Oct-11	\$3,700,674	\$627	6.05%	\$223,903	3.25%	\$7,277	\$37,431	\$1,999	\$0	\$17,643	\$3,765,651
Nov-11	\$3,902,249	\$553	6.05%	\$236,093	3.25%	\$7,673	\$55,248	\$2,069	\$0	\$1,141	\$3,968,932
Dec-11	\$4,967,639	\$500	6.05%	\$300,538	3.25%	\$9,767	\$13,488	\$2,069	\$0	\$33,309	\$5,026,773
Jan-12	<u>\$5,675,626</u>	<u>\$523</u>	6.05%	<u>\$343,368</u>	3.25%	<u>\$11,159</u>	<u>\$37,868</u>	<u>\$2,069</u>	<u>(\$519)</u>	<u>\$4,870</u>	<u>\$5,731,596</u>
Total	\$55,217,511	\$7,141				\$100,701	\$540,858	\$24,200	\$235	\$301,488	\$56,192,135

Unitil Energy Systems, Inc.
 Non-G1 Class Default Service Power Supply Charge Revenue

Schedule LSM-2
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	(a) Total Non-G1 Class Billed Default Service kWh (1)	(b) Unbilled Factor (2)	(c) Non-G1 Class Unbilled kWh (a * b)	(d) Effective Fixed Power Supply Charge	(e) Non-G1 Class Unbilled Power Supply Charge Revenue (c * d)	(f) Reversal of prior month unbilled	(g) Total Billed Non- G1 Class Power Supply Charge Revenue (1)	(h) Total Revenue (e + f + g)
Feb-11	68,567,125	45.23%	31,011,033	\$0.07686	\$2,383,508	(\$2,871,928)	\$5,278,306	\$4,789,886
Mar-11	62,137,929	69.22%	43,009,697	\$0.07686	\$3,305,725	(\$2,383,508)	\$4,778,562	\$5,700,779
Apr-11	59,671,105	59.94%	35,767,955	\$0.07686	\$2,749,125	(\$3,305,725)	\$4,584,098	\$4,027,498
May-11	52,108,888	75.96%	39,581,605	\$0.07094	\$2,807,919	(\$2,749,125)	\$3,867,515	\$3,926,309
Jun-11	57,729,971	51.51%	29,739,033	\$0.07094	\$2,109,687	(\$2,807,919)	\$4,092,262	\$3,394,030
Jul-11	71,072,368	58.52%	41,592,239	\$0.07094	\$2,950,553	(\$2,109,687)	\$5,042,215	\$5,883,082
Aug-11	73,381,981	49.79%	36,537,814	\$0.07094	\$2,591,993	(\$2,950,553)	\$4,053,059 (3)	\$3,694,498
Sep-11	68,146,795	43.05%	29,335,591	\$0.07094	\$2,081,067	(\$2,591,993)	\$4,835,502	\$4,324,576
Oct-11	55,076,892	57.30%	31,556,350	\$0.07094	\$2,238,607	(\$2,081,067)	\$3,905,429	\$4,062,970
Nov-11	55,717,396	49.98%	27,849,670	\$0.07802	\$2,172,831	(\$2,238,607)	\$4,123,186	\$4,057,410
Dec-11	59,037,815	59.02%	34,843,228	\$0.07802	\$2,718,469	(\$2,172,831)	\$4,600,812	\$5,146,450
Jan-12	<u>69,037,974</u>	49.98%	34,502,251	\$0.07802	<u>\$2,691,866</u>	<u>(\$2,718,469)</u>	<u>\$5,390,134</u>	<u>\$5,363,531</u>
Total	751,686,240				\$30,801,350	(\$30,981,413)	\$54,551,080	\$54,371,018

(1) Per billing system

(2) Detail of Unbilled Factors for the Residential, Regular General, and Outdoor Lighting Classes:

	Billed kWh	Direct Estimate of Unbilled kWh	Unbilled kWh / Billed kWh
Feb-11	77,003,275	34,826,473	45.23%
Mar-11	71,008,038	49,149,276	69.22%
Apr-11	68,387,908	40,992,967	59.94%
May-11	60,153,066	45,691,915	75.96%
Jun-11	66,491,391	34,252,385	51.51%
Jul-11	81,000,164	47,402,082	58.52%
Aug-11	83,036,865	41,345,102	49.79%
Sep-11	77,812,291	33,496,359	43.05%
Oct-11	63,636,811	36,460,762	57.30%
Nov-11	64,142,427	32,060,820	49.98%
Dec-11	67,209,234	39,665,876	59.02%
Jan-12	78,432,275	39,197,125	49.98%

(3) Includes (\$1,152,493.18) customer billing adjustment.

<i>Calculation of Working Capital Supplier Charges and GIS Support Payments</i>												
(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)		
Total Non-G1 Class DS Supplier Charges (1)	GIS Support Payments	Number of Days of Lag / 365	Working Capital Requirement ((a+b)*c)	Prime Rate	Supply Related Working Capital (d * e)	Provision for Uncollected Accounts	Internal Company Administrative Costs	Legal Charges	Consulting Outside Service Charges	Total Costs (sum a + b + f + g + h + i + j)		
May-12	\$3,341,312	\$524	5.94%	\$198,587	3.25%	\$6,454	\$69,888	\$2,069	\$0	\$0	\$3,420,246	
Jun-12	\$3,992,250	\$508	5.94%	\$237,268	3.25%	\$7,711	\$76,877	\$2,069	\$0	\$0	\$4,079,415	
Jul-12	\$4,352,681	\$617	5.94%	\$258,693	3.25%	\$8,408	\$76,877	\$2,069	\$0	\$0	\$4,440,651	
Aug-12	\$5,096,474	\$616	5.94%	\$302,893	3.25%	\$9,844	\$76,877	\$2,069	\$0	\$0	\$5,185,879	
Sep-12	\$3,652,573	\$718	5.94%	\$217,096	3.25%	\$7,056	\$62,899	\$2,069	\$0	\$0	\$3,725,315	
Oct-12	<u>\$3,808,636</u>	<u>\$562</u>	5.94%	<u>\$226,360</u>	3.25%	<u>\$7,357</u>	<u>\$48,922</u>	<u>\$2,069</u>	<u>\$0</u>	<u>\$0</u>	<u>\$3,867,544</u>	
Total	\$24,243,926	\$3,544		\$1,440,898		\$46,829	\$412,339	\$12,413	\$0	\$0	\$24,719,051	

(1) Estimates based on monthly average wholesale rate times estimated monthly purchases.

Unitil Energy Systems, Inc.
 Calculation of Non-G1 Class Default Service Renewable Portfolio Standard (RPS) Charge

Schedule LSM-3
 Page 1 of 5

	<u>May-12</u> <u>Estimated</u>	<u>Jun-12</u> <u>Estimated</u>	<u>Jul-12</u> <u>Estimated</u>	<u>Aug-12</u> <u>Estimated</u>	<u>Sep-12</u> <u>Estimated</u>	<u>Oct-12</u> <u>Estimated</u>	<u>Total</u>
1 Reconciliation	(\$32,217)	(\$39,122)	(\$39,057)	(\$45,569)	(\$35,628)	(\$36,761)	(\$228,354)
2 Total Costs (Page 2)	<u>\$205,794</u>	<u>\$249,900</u>	<u>\$249,480</u>	<u>\$291,076</u>	<u>\$227,581</u>	<u>\$234,817</u>	<u>\$1,458,649</u>
3 Reconciliation plus Total Costs (L.1 + L.2)	\$173,577	\$210,778	\$210,423	\$245,507	\$191,953	\$198,056	\$1,230,294
4 kWh Purchases	<u>58,363,921</u>	<u>70,873,661</u>	<u>70,755,027</u>	<u>82,552,369</u>	<u>64,543,305</u>	<u>66,595,980</u>	<u>413,684,262</u>
5 Total, Before Losses (L.3 / L.4)	\$0.00297	\$0.00297	\$0.00297	\$0.00297	\$0.00297	\$0.00297	\$0.00297
6 Losses	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>	<u>6.40%</u>
7 Total Retail Rate - Variable RPS Charge (L.5 * (1+L.6))	\$0.00316	\$0.00316	\$0.00316	\$0.00316	\$0.00316	\$0.00316	
8 Total Retail Rate - Fixed RPS Charge (L.5 * (1+L.6))							\$0.00316

(1) Balance as of January 31, 2012 modified, as detailed below, to reflect that current rates (through April 30, 2012) include a credit for the overcollection as of January 31, 2011 and to reflect accruals for RPS. Figure is then allocated between rate periods (May-October 2012 and November 2012-April 2013) and then to each month, May through October 2012, on equal per kWh basis.

January 31, 2012 actual balance - Schedule LSM-3, Page 2		(\$2,288,501)
less: Estimated remaining prior period reconciliation - Feb, Mar, Apr 2012		
Estimated kWh Sales Feb-Apr 2012	190,288,838	
Amount of reconciliation in current rate	<u>(\$0.00046)</u>	
Estimated amount of reconciliation - Feb-Apr 2012		(\$87,533)
plus: Non-G1 Class RPS amounts included in rate filings, Feb 2011-Jan 2012		\$1,908,489
less: Non-G1 Class RPS amounts, CY 2011 requirement, purchased		<u>\$166,339</u>
Net Non-G1 Class RPS amounts included in rate filings, Feb 2011-Jan 2012		\$1,742,150
Total reconciliation for May 1, 2012-April 30, 2013		(\$458,819)
kWh purchases forecast May-October 2012	413,684,262	49.77%
kWh purchases forecast November 2012-April 2013	<u>417,463,731</u>	50.23%
Total	831,147,993	
Reconciliation amount for May-October 2012		(\$228,354)
Reconciliation amount for November 2012-April 2013		<u>(\$230,465)</u>
Total		(\$458,819)

Unitil Energy Systems, Inc.
 Reconciliation of Non-G1 Class RPS Costs and Revenues

Schedule LSM-3
 Page 2 of 5

	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)
	Beginning Balance	Total Costs (Page 3)	Total Revenue (Page 4)	Ending Balance Before Interest (a + b - c)	Average Monthly Balance ((a+d) / 2)	Interest Rate	Number of Days / Month	Computed Interest	Ending Balance with Interest (d + h)
Feb-11	(\$1,980,443)	\$205,415	\$132,720	(\$1,907,748)	(\$1,944,096)	3.25%	28	(\$4,847)	(\$1,912,595)
Mar-11	(\$1,912,595)	\$68,927	\$158,047	(\$2,001,715)	(\$1,957,155)	3.25%	31	(\$5,402)	(\$2,007,117)
Apr-11	(\$2,007,117)	\$13,515	\$111,814	(\$2,105,416)	(\$2,056,266)	3.25%	30	(\$5,493)	(\$2,110,908)
May-11	(\$2,110,908)	\$666,560	\$98,574	(\$1,542,923)	(\$1,826,916)	3.25%	31	(\$5,043)	(\$1,547,966)
Jun-11	(\$1,547,966)	\$127,022	\$86,211	(\$1,507,155)	(\$1,527,560)	3.25%	30	(\$4,080)	(\$1,511,235)
Jul-11	(\$1,511,235)	\$0	\$149,275	(\$1,660,510)	(\$1,585,873)	3.25%	31	(\$4,377)	(\$1,664,888)
Aug-11	(\$1,664,888)	\$0	\$122,989	(\$1,787,877)	(\$1,726,382)	3.25%	31	(\$4,765)	(\$1,792,642)
Sep-11	(\$1,792,642)	\$0	\$109,680	(\$1,902,322)	(\$1,847,482)	3.25%	30	(\$4,935)	(\$1,907,257)
Oct-11	(\$1,907,257)	\$151,810	\$103,145	(\$1,858,593)	(\$1,882,925)	3.25%	31	(\$5,197)	(\$1,863,790)
Nov-11	(\$1,863,790)	\$0	\$116,647	(\$1,980,437)	(\$1,922,114)	3.25%	30	(\$5,134)	(\$1,985,572)
Dec-11	(\$1,985,572)	\$3,607	\$147,603	(\$2,129,568)	(\$2,057,570)	3.25%	31	(\$5,679)	(\$2,135,247)
Jan-12	(\$2,135,247)	<u>\$6,585</u>	<u>\$153,759</u>	(\$2,282,421)	(\$2,208,834)	3.25%	31	<u>(\$6,080)</u>	(\$2,288,501)
Total		\$1,243,441	\$1,490,464					(\$61,035)	

	(a) Renewable Energy Credits (1)	<i>Calculation of Working Capital</i>				(f) Total Costs (sum a + e)
		(b) Number of Days of Lag / 365	(c) Working Capital Requirement (a*b)	(d) Prime Rate	(e) Supply Related Working Capital (c * d)	
Feb-11	\$211,085	(82.65%)	(\$174,460)	3.25%	(\$5,670)	\$205,415
Mar-11	\$70,829	(82.65%)	(\$58,540)	3.25%	(\$1,903)	\$68,927
Apr-11	\$13,888	(82.65%)	(\$11,478)	3.25%	(\$373)	\$13,515
May-11	\$684,405	(80.23%)	(\$549,080)	3.25%	(\$17,845)	\$666,560
Jun-11	\$130,423	(80.23%)	(\$104,635)	3.25%	(\$3,401)	\$127,022
Jul-11	\$0	(80.23%)	\$0	3.25%	\$0	\$0
Aug-11	\$0	(80.23%)	\$0	3.25%	\$0	\$0
Sep-11	\$0	(80.23%)	\$0	3.25%	\$0	\$0
Oct-11	\$155,874	(80.23%)	(\$125,054)	3.25%	(\$4,064)	\$151,810
Nov-11	\$0	(80.23%)	\$0	3.25%	\$0	\$0
Dec-11	\$3,703	(80.23%)	(\$2,971)	3.25%	(\$97)	\$3,607
Jan-12	<u>\$6,761</u>	(80.23%)	<u>(\$5,424)</u>	3.25%	<u>(\$176)</u>	<u>\$6,585</u>
Total	\$1,276,969		(\$1,031,643)		(\$33,528)	\$1,243,441

Unitil Energy Systems, Inc.
 Non-G1 Class Default Service Renewable Portfolio Standard Charge Revenue

	(a) Total Non-G1 Class Billed Default Service kWh (1)	(b) Unbilled Factor (2)	(c) Non-G1 Class Unbilled kWh (a * b)	(d) Effective Fixed RPS Charge	(e) Non-G1 Class Unbilled RPS Charge Revenue (c * d)	(f) Reversal of prior month unbilled	(g) Total Billed Non- G1 Class RPS Charge Revenue (1)	(h) Total Revenue (e + f + g)
Feb-11	68,567,125	45.23%	31,011,033	\$0.00213	\$66,054	(\$79,589)	\$146,255	\$132,720
Mar-11	62,137,929	69.22%	43,009,697	\$0.00213	\$91,611	(\$66,054)	\$132,489	\$158,047
Apr-11	59,671,105	59.94%	35,767,955	\$0.00213	\$76,186	(\$91,611)	\$127,239	\$111,814
May-11	52,108,888	75.96%	39,581,605	\$0.00180	\$71,247	(\$76,186)	\$103,513	\$98,574
Jun-11	57,729,971	51.51%	29,739,033	\$0.00180	\$53,530	(\$71,247)	\$103,928	\$86,211
Jul-11	71,072,368	58.52%	41,592,239	\$0.00180	\$74,866	(\$53,530)	\$127,939	\$149,275
Aug-11	73,381,981	49.79%	36,537,814	\$0.00180	\$65,768	(\$74,866)	\$132,087	\$122,989
Sep-11	68,146,795	43.05%	29,335,591	\$0.00180	\$52,804	(\$65,768)	\$122,644	\$109,680
Oct-11	55,076,892	57.30%	31,556,350	\$0.00180	\$56,801	(\$52,804)	\$99,148	\$103,145
Nov-11	55,717,396	49.98%	27,849,670	\$0.00224	\$62,383	(\$56,801)	\$111,066	\$116,647
Dec-11	59,037,815	59.02%	34,843,228	\$0.00224	\$78,049	(\$62,383)	\$131,937	\$147,603
Jan-12	<u>69,037,974</u>	49.98%	34,502,251	\$0.00224	<u>\$77,285</u>	<u>(\$78,049)</u>	<u>\$154,523</u>	<u>\$153,759</u>
Total	751,686,240				\$826,584	(\$828,888)	\$1,492,768	\$1,490,464

(1) Per billing system

(2) Detail of Unbilled Factors for the Residential, Regular General, and Outdoor Lighting Classes:

	Billed kWh	Direct Estimate of Unbilled kWh	Unbilled kWh / Billed kWh
Feb-11	77,003,275	34,826,473	45.23%
Mar-11	71,008,038	49,149,276	69.22%
Apr-11	68,387,908	40,992,967	59.94%
May-11	60,153,066	45,691,915	75.96%
Jun-11	66,491,391	34,252,385	51.51%
Jul-11	81,000,164	47,402,082	58.52%
Aug-11	83,036,865	41,345,102	49.79%
Sep-11	77,812,291	33,496,359	43.05%
Oct-11	63,636,811	36,460,762	57.30%
Nov-11	64,142,427	32,060,820	49.98%
Dec-11	67,209,234	39,665,876	59.02%
Jan-12	78,432,275	39,197,125	49.98%

	(a) Renewable Energy Credits (1)	<i>Calculation of Working Capital</i>				(f) Total Costs (sum a + e)
		(b) Number of Days of Lag / 365	(c) Working Capital Requirement (a*b)	(d) Prime Rate	(e) Supply Related Working Capital (c * d)	
May-12	\$210,850	(73.78%)	(\$155,561)	3.25%	(\$5,056)	\$205,794
Jun-12	\$256,040	(73.78%)	(\$188,901)	3.25%	(\$6,139)	\$249,900
Jul-12	\$255,609	(73.78%)	(\$188,583)	3.25%	(\$6,129)	\$249,480
Aug-12	\$298,227	(73.78%)	(\$220,026)	3.25%	(\$7,151)	\$291,076
Sep-12	\$233,172	(73.78%)	(\$172,030)	3.25%	(\$5,591)	\$227,581
Oct-12	<u>\$240,586</u>	(73.78%)	<u>(\$177,500)</u>	3.25%	<u>(\$5,769)</u>	<u>\$234,817</u>
Total	\$1,494,483		(\$1,102,601)		(\$35,835)	\$1,458,649

(1) Schedule TMB-4.

Unitil Energy Systems, Inc.
Calculation of G1 Large General Service Class Default Service Power Supply Charge

	<u>May-12</u> <u>Estimated</u>	<u>Jun-12</u> <u>Estimated</u>	<u>Jul-12</u> <u>Estimated</u>	<u>Total</u>
1 Reconciliation (1)	(\$26,711)	(\$27,290)	(\$31,916)	(\$85,917)
2 Total Costs (Page 2)	\$252,575	\$240,687	\$284,624	\$777,885
3 Reconciliation plus Total Costs (L.1 + L.2)	\$225,863	\$213,397	\$252,708	\$691,968
4 kWh Purchases	<u>5,490,937</u>	<u>5,609,892</u>	<u>6,560,900</u>	17,661,729
5 Total, Before Losses (L.3 / L.4)	\$0.04113	\$0.03804	\$0.03852	
6 Losses	<u>4.591%</u>	<u>4.591%</u>	<u>4.591%</u>	
7 Total Retail Rate - Variable Power Supply Charge (L.5 * (1+L.6))	\$0.04302	\$0.03979	\$0.04029	

(1) Balance as of January 31, 2012 modified, as detailed below, to reflect that current rates (through April 30, 2012) include a credit for the overcollection as of January 31, 2011. Figure is then allocated between rate periods (May-July 2012, August-October 2012, November 2012-January 2013, and February-April 2013) and then to each month, May through July 2012, on equal per kWh basis.

January 31, 2012 actual balance - Schedule LSM-4, Page 2		(\$326,008)	
less: Estimated remaining credit for January 31, 2011 reconciliation - Feb, Mar, Apr 2012			
Estimated kWh Sales February-April 2012		14,957,783	
Amount of reconciliation in current rate		<u>(\$0.00023)</u>	
Estimated amount of reconciliation to be credited Feb-Apr 2012		(\$3,440)	
Total reconciliation for May 1, 2012-April 30, 2013		(\$322,568)	
kWh purchases forecast May-July 2012		17,661,729	26.64%
kWh purchases forecast August-October 2012		17,411,442	26.26%
kWh purchases forecast November 2012-January 2013		15,828,284	23.87%
kWh purchases forecast February-April 2013		<u>15,407,993</u>	23.24%
Total		66,309,449	
Reconciliation amount for May-July 2012		(\$85,917)	
Reconciliation amount for August-October 2012		(\$84,700)	
Reconciliation amount for November 2012-January 2013		(\$76,998)	
Reconciliation amount for February-April 2013		<u>(\$74,953)</u>	
Total		(\$322,568)	

Unitil Energy Systems, Inc.
 Reconciliation of G1 Class Power Supply Charge Costs and Revenues

Schedule LSM-4
 Page 2 of 5

	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)
	Beginning	Total Costs (Page	Total Revenue	Ending	Average		Number of	Computed	Ending Balance
	Balance	3)	(Page 4)	Balance	Monthly	Interest Rate	Days / Month	Interest	with Interest (d
				Before	Balance				+ h)
				Interest	((a+d) / 2)				
				(a + b - c)					
Feb-11	(\$22,192)	\$294,761	\$311,808	(\$39,239)	(\$30,716)	3.25%	28	(\$77)	(\$39,316)
Mar-11	(\$39,316)	\$297,688	\$370,590	(\$112,217)	(\$75,766)	3.25%	31	(\$209)	(\$112,426)
Apr-11	(\$112,426)	\$277,817	\$310,689	(\$145,298)	(\$128,862)	3.25%	30	(\$344)	(\$145,643)
May-11	(\$145,643)	\$267,243	\$347,321	(\$225,721)	(\$185,682)	3.25%	31	(\$513)	(\$226,233)
Jun-11	(\$226,233)	\$322,976	\$284,524	(\$187,781)	(\$207,007)	3.25%	30	(\$553)	(\$188,334)
Jul-11	(\$188,334)	\$326,933	\$369,096	(\$230,497)	(\$209,415)	3.25%	31	(\$578)	(\$231,075)
Aug-11	(\$231,075)	\$359,505	\$445,367	(\$316,936)	(\$274,006)	3.25%	31	(\$756)	(\$317,693)
Sep-11	(\$317,693)	\$369,136	\$375,070	(\$323,626)	(\$320,659)	3.25%	30	(\$857)	(\$324,482)
Oct-11	(\$324,482)	\$300,731	\$330,854	(\$354,606)	(\$339,544)	3.25%	31	(\$937)	(\$355,543)
Nov-11	(\$355,543)	\$325,181	\$321,692	(\$352,054)	(\$353,798)	3.25%	30	(\$945)	(\$352,999)
Dec-11	(\$352,999)	\$383,623	\$361,713	(\$331,089)	(\$342,044)	3.25%	31	(\$944)	(\$332,033)
Jan-12	(\$332,033)	<u>\$419,709</u>	<u>\$412,780</u>	(\$325,104)	(\$328,569)	3.25%	31	<u>(\$904)</u>	(\$326,008)
Total		\$3,945,303	\$4,241,502					(\$7,617)	

Redacted

Unitil Energy Systems, Inc.
Itemized Costs for G1 Class Default Service Power Supply Charge

Schedule LSM-4
Page 3 of 5

<i>Calculation of Working Capital Supplier Charges and GIS Support Payments</i>										
(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)
Total G1 Class DS Supplier Charges	GIS Support Payments	Number of Days of Lag / 365	Working Capital Requirement ((a+b)*c)	Prime Rate	Supply Related Working Capital (d * e)	Provision for Uncollected Accounts	Internal Company Administrative Costs	Legal Charges	Consulting Outside Service Charges	Total Costs (sum a + b + f + g + h + i + j)
Feb-11	\$44	3.76%		3.25%			\$3,032	\$0	\$0	\$294,761
Mar-11	\$48	3.76%		3.25%			\$3,032	\$0	\$0	\$297,688
Apr-11	\$45	3.76%		3.25%			\$3,032	\$61	\$0	\$277,817
May-11	\$55	1.48%		3.25%			\$3,032	\$0	\$0	\$267,243
Jun-11	\$46	1.48%		3.25%			\$3,032	\$0	\$0	\$322,976
Jul-11	\$41	1.48%		3.25%			\$3,032	\$0	\$0	\$326,933
Aug-11	\$61	1.48%		3.25%			\$3,032	\$0	\$0	\$359,505
Sep-11	\$62	1.48%		3.25%			\$3,032	\$0	\$0	\$369,136
Oct-11	\$56	1.48%		3.25%			\$3,032	\$226	\$0	\$300,731
Nov-11	\$45	1.48%		3.25%			\$3,153	\$0	\$0	\$325,181
Dec-11	\$37	1.48%		3.25%			\$3,153	\$0	\$0	\$383,623
Jan-12	\$39	1.48%		3.25%			\$3,153	\$519	\$0	\$419,709
Total	\$579						\$36,745	\$806	\$0	\$3,945,303

Unitil Energy Systems, Inc.
G1 Class Default Service Power Supply Charge Revenue

Schedule LSM-4
Page 4 of 5

	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)
	Total G1 Class Billed Default Service kWh (1)	Unbilled Factor (2)	G1 Class Unbilled kWh (a * b)	Effective Variable Power Supply Charge	G1 Class Unbilled Power Supply Charge Revenue (c * d)	Reversal of prior month unbilled	Total Billed G1 Class Power Supply Charge Revenue (1)	Total Revenue (e + f + g)
Feb-11	4,664,486	47.56%	2,218,321	\$0.06706	\$148,761	(\$174,408)	\$337,455	\$311,808
Mar-11	4,576,978	71.43%	3,269,270	\$0.06582	\$215,183	(\$148,761)	\$304,167	\$370,590
Apr-11	4,834,814	63.08%	3,049,918	\$0.06712	\$204,711	(\$215,183)	\$321,162	\$310,689
May-11	4,770,558	70.62%	3,369,118	\$0.06814	\$229,572	(\$204,711)	\$322,460	\$347,321
Jun-11	5,289,657	51.21%	2,708,994	\$0.06207	\$168,147	(\$229,572)	\$345,948	\$284,524
Jul-11	5,736,886	48.30%	2,771,011	\$0.06370	\$176,513	(\$168,147)	\$360,729	\$369,096
Aug-11	5,749,005	57.04%	3,279,321	\$0.07149	\$234,439	(\$176,513)	\$387,442	\$445,367
Sep-11	6,073,518	46.96%	2,852,310	\$0.06665	\$190,106	(\$234,439)	\$419,402	\$375,070
Oct-11	4,932,624	55.25%	2,725,179	\$0.06869	\$187,193	(\$190,106)	\$333,768	\$330,854
Nov-11	4,518,802	48.94%	2,211,485	\$0.07933	\$175,437	(\$187,193)	\$333,447	\$321,692
Dec-11	4,380,100	55.09%	2,413,042	\$0.07894	\$190,486	(\$175,437)	\$346,665	\$361,713
Jan-12	<u>5,097,088</u>	49.76%	2,536,272	\$0.07908	<u>\$200,568</u>	<u>(\$190,486)</u>	<u>\$402,697</u>	<u>\$412,780</u>
Total	60,624,515				\$2,321,115	(\$2,294,955)	\$4,215,342	\$4,241,502

(1) Per billing system

(2) Detail of Unbilled Factors for the Large General Class:

	Billed kWh	Direct Estimate of Unbilled kWh	Unbilled kWh / Billed kWh
Feb-11	28,178,986	13,401,268	47.56%
Mar-11	27,940,275	19,957,339	71.43%
Apr-11	28,887,771	18,223,110	63.08%
May-11	27,700,287	19,562,814	70.62%
Jun-11	30,180,463	15,456,329	51.21%
Jul-11	33,519,204	16,190,329	48.30%
Aug-11	32,551,263	18,567,742	57.04%
Sep-11	32,862,183	15,433,085	46.96%
Oct-11	30,091,217	16,624,814	55.25%
Nov-11	28,592,027	13,992,836	48.94%
Dec-11	27,618,147	15,215,122	55.09%
Jan-12	27,601,531	13,734,309	49.76%

Redacted

Unitil Energy Systems, Inc.
Itemized Costs for G1 Class Default Service Power Supply Charge

Schedule LSM-4
Page 5 of 5

<i>Calculation of Working Capital</i>											
<i>Supplier Charges and GIS Support Payments</i>											
	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)
	Total G1 Class DS Supplier Charges (1)	GIS Support Payments	Number of Days of Lag / 365	Capital Requirement ((a+b)*c)	Prime Rate	Supply Related Working Capital (d * e)	Provision for Uncollected Accounts	Company Administrative Costs	Legal Charges	Consulting Outside Service Charges	Total Costs (sum a + b + f + g + h + i + j)
May-12		\$46	2.43%		3.25%			\$3,153	\$0	\$0	\$252,575
Jun-12		\$48	2.43%		3.25%			\$3,153	\$0	\$0	\$240,687
Jul-12		<u>\$49</u>	2.43%		3.25%			<u>\$3,153</u>	<u>\$0</u>	<u>\$0</u>	<u>\$284,624</u>
Total		\$143						\$9,458	\$0	\$0	\$777,885

Unitil Energy Systems, Inc.
 Calculation of G1 Class Default Service Renewable Portfolio Standard (RPS) Charge

Schedule LSM-5
 Page 1 of 5

	<u>May-12</u> <u>Estimated</u>	<u>Jun-12</u> <u>Estimated</u>	<u>Jul-12</u> <u>Estimated</u>	<u>Total</u>
1 Reconciliation	(\$8,950)	(\$9,144)	(\$10,694)	(\$28,788)
2 Total Costs (Page 2)	\$19,700	\$20,127	\$23,539	\$63,367
3 Reconciliation plus Total Costs (L.1 + L.2)	\$10,750	\$10,983	\$12,845	\$34,579
4 kWh Purchases	5,490,937	5,609,892	6,560,900	17,661,729
5 Total, Before Losses (L.3 / L.4)	\$0.00196	\$0.00196	\$0.00196	
6 Losses	4.591%	4.591%	4.591%	
7 Total Retail Rate - Variable RPS Charge (L.5 * (1+L.6))	\$0.00205	\$0.00205	\$0.00205	

(1) Balance as of January 31, 2012 modified, as detailed below, to reflect that current rates (through April 30, 2012) include a charge for the undercollection as of January 31, 2011 and to reflect accruals for RPS. Figure is then allocated between rate periods (May-July 2012, August-October 2012, November 2012-January 2013, and February-April 2013) and then to each month, May through July 2012, on equal per kWh basis.

January 31, 2012 actual balance - Schedule LSM-5, Page 2		(\$231,147)	
less: Estimated remaining prior period reconciliation - Feb, Mar, Apr 2012			
Estimated kWh Sales Feb-Apr 2012		14,957,783	
Amount of reconciliation in current rate		<u>\$0.00071</u>	
Estimated amount of reconciliation - Feb-Apr 2012		\$10,621	
plus: G1 Class RPS amounts included in rate filings, Feb 2011-Jan 2012		\$146,994	
less: G1 Class RPS amounts, CY 2011 requirement, purchased		<u>\$13,307</u>	
Net G1 Class RPS amounts included in rate filings, Feb 2011-Jan 2012		\$133,687	
Total reconciliation for May 1, 2012-April 30, 2013		(\$108,081)	
kWh purchases forecast May-July 2012	17,661,729		26.64%
kWh purchases forecast August-October 2012	17,411,442		26.26%
kWh purchases forecast November 2012-January 2013	15,828,284		23.87%
kWh purchases forecast February-April 2013	<u>15,407,993</u>		23.24%
Total	66,309,449		
Reconciliation amount for May-July 2012		(\$28,788)	
Reconciliation amount for August-October 2012		(\$28,380)	
Reconciliation amount for November 2012-January 2013		(\$25,799)	
Reconciliation amount for February-April 2013		<u>(\$25,114)</u>	
Total		(\$108,081)	

Unitil Energy Systems, Inc.
 Reconciliation of G1 Class RPS Costs and Revenues

Schedule LSM-5
 Page 2 of 5

	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)
	Beginning Balance	Total Costs (Page 3)	Total Revenue (Page 4)	Ending Balance Before Interest (a + b - c)	Average Monthly Balance ((a+d) / 2)	Interest Rate	Number of Days / Month	Computed Interest	Ending Balance with Interest (d + h)
Feb-11	(\$150,348)	\$16,467	\$11,883	(\$145,764)	(\$148,056)	3.25%	28	(\$369)	(\$146,133)
Mar-11	(\$146,133)	\$5,520	\$14,351	(\$154,963)	(\$150,548)	3.25%	31	(\$416)	(\$155,379)
Apr-11	(\$155,379)	\$1,082	\$11,769	(\$166,066)	(\$160,723)	3.25%	30	(\$429)	(\$166,495)
May-11	(\$166,495)	\$53,262	\$15,101	(\$128,335)	(\$147,415)	3.25%	31	(\$407)	(\$128,742)
Jun-11	(\$128,742)	\$10,150	\$13,565	(\$132,156)	(\$130,449)	3.25%	30	(\$348)	(\$132,505)
Jul-11	(\$132,505)	\$0	\$16,991	(\$149,496)	(\$141,000)	3.25%	31	(\$389)	(\$149,885)
Aug-11	(\$149,885)	\$0	\$17,249	(\$167,134)	(\$158,510)	3.25%	31	(\$438)	(\$167,572)
Sep-11	(\$167,572)	\$0	\$15,546	(\$183,118)	(\$175,345)	3.25%	30	(\$468)	(\$183,587)
Oct-11	(\$183,587)	\$12,123	\$13,215	(\$184,679)	(\$184,133)	3.25%	31	(\$508)	(\$185,187)
Nov-11	(\$185,187)	\$0	\$12,634	(\$197,821)	(\$191,504)	3.25%	30	(\$512)	(\$198,333)
Dec-11	(\$198,333)	\$288	\$14,295	(\$212,339)	(\$205,336)	3.25%	31	(\$567)	(\$212,906)
Jan-12	(\$212,906)	<u>\$524</u>	<u>\$18,154</u>	(\$230,537)	(\$221,721)	3.25%	31	<u>(\$610)</u>	(\$231,147)
Total		\$99,416	\$174,754					(\$5,461)	

	(a)	<i>Calculation of Working Capital</i>				(f)
		(b)	(c)	(d)	(e)	
	Renewable Energy Credits	Number of Days of Lag / 365	Working Capital Requirement (a*b)	Prime Rate	Supply Related Working Capital (c * d)	Total Costs (sum a + e)
Feb-11	\$16,915	(81.55%)	(\$13,794)	3.25%	(\$448)	\$16,467
Mar-11	\$5,671	(81.55%)	(\$4,625)	3.25%	(\$150)	\$5,520
Apr-11	\$1,112	(81.55%)	(\$907)	3.25%	(\$29)	\$1,082
May-11	\$54,795	(86.12%)	(\$47,187)	3.25%	(\$1,534)	\$53,262
Jun-11	\$10,442	(86.12%)	(\$8,992)	3.25%	(\$292)	\$10,150
Jul-11	\$0	(86.12%)	\$0	3.25%	\$0	\$0
Aug-11	\$0	(86.12%)	\$0	3.25%	\$0	\$0
Sep-11	\$0	(86.12%)	\$0	3.25%	\$0	\$0
Oct-11	\$12,472	(86.12%)	(\$10,740)	3.25%	(\$349)	\$12,123
Nov-11	\$0	(86.12%)	\$0	3.25%	\$0	\$0
Dec-11	\$297	(86.12%)	(\$255)	3.25%	(\$8)	\$288
Jan-12	<u>\$539</u>	(86.12%)	<u>(\$464)</u>	3.25%	<u>(\$15)</u>	<u>\$524</u>
Total	\$102,242		(\$86,964)		(\$2,826)	\$99,416

Unitil Energy Systems, Inc.
G1 Class Default Service Renewable Portfolio Standard Charge Revenue

	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)
	Total G1 Class Billed Default Service kWh (1)	Unbilled Factor (2)	G1 Class Unbilled kWh (a * b)	Effective Variable RPS Charge	G1 Class Unbilled RPS Charge Revenue (c * d)	Reversal of prior month unbilled	Total Billed G1 Class RPS Charge Revenue (1)	Total Revenue (e + f + g)
Feb-11	4,664,486	47.56%	2,218,321	\$0.00255	\$5,657	(\$6,828)	\$13,054	\$11,883
Mar-11	4,576,978	71.43%	3,269,270	\$0.00255	\$8,337	(\$5,657)	\$11,671	\$14,351
Apr-11	4,834,814	63.08%	3,049,918	\$0.00255	\$7,777	(\$8,337)	\$12,329	\$11,769
May-11	4,770,558	70.62%	3,369,118	\$0.00293	\$9,872	(\$7,777)	\$13,007	\$15,101
Jun-11	5,289,657	51.21%	2,708,994	\$0.00293	\$7,937	(\$9,872)	\$15,499	\$13,565
Jul-11	5,736,886	48.30%	2,771,011	\$0.00293	\$8,119	(\$7,937)	\$16,809	\$16,991
Aug-11	5,749,005	57.04%	3,279,321	\$0.00275	\$9,018	(\$8,119)	\$16,350	\$17,249
Sep-11	6,073,518	46.96%	2,852,310	\$0.00275	\$7,844	(\$9,018)	\$16,721	\$15,546
Oct-11	4,932,624	55.25%	2,725,179	\$0.00275	\$7,494	(\$7,844)	\$13,565	\$13,215
Nov-11	4,518,802	48.94%	2,211,485	\$0.00312	\$6,900	(\$7,494)	\$13,228	\$12,634
Dec-11	4,380,100	55.09%	2,413,042	\$0.00312	\$7,529	(\$6,900)	\$13,666	\$14,295
Jan-12	<u>5,097,088</u>	49.76%	2,536,272	\$0.00350	<u>\$8,877</u>	<u>(\$7,529)</u>	<u>\$16,806</u>	<u>\$18,154</u>
Total	60,624,515				\$95,360	(\$93,311)	\$172,704	\$174,754

(1) Per billing system

(2) Detail of Unbilled Factors for the Large General Class:

	Billed kWh	Direct Estimate of Unbilled kWh	Unbilled kWh / Billed kWh
Feb-11	28,178,986	13,401,268	47.56%
Mar-11	27,940,275	19,957,339	71.43%
Apr-11	28,887,771	18,223,110	63.08%
May-11	27,700,287	19,562,814	70.62%
Jun-11	30,180,463	15,456,329	51.21%
Jul-11	33,519,204	16,190,329	48.30%
Aug-11	32,551,263	18,567,742	57.04%
Sep-11	32,862,183	15,433,085	46.96%
Oct-11	30,091,217	16,624,814	55.25%
Nov-11	28,592,027	13,992,836	48.94%
Dec-11	27,618,147	15,215,122	55.09%
Jan-12	27,601,531	13,734,309	49.76%

	(a)	<i>Calculation of Working Capital</i>				(f)
	Renewable Energy Credits (1)	(b) Number of Days of Lag / 365	(c) Working Capital Requirement (a*b)	(d) Prime Rate	(e) Supply Related Working Capital (c * d)	Total Costs (sum a + e)
May-12	\$20,188	(74.28%)	(\$14,995)	3.25%	(\$487)	\$19,700
Jun-12	\$20,625	(74.28%)	(\$15,320)	3.25%	(\$498)	\$20,127
Jul-12	<u>\$24,122</u>	(74.28%)	<u>(\$17,917)</u>	3.25%	<u>(\$582)</u>	<u>\$23,539</u>
Total	\$64,934		(\$48,231)		(\$1,568)	\$63,367

(1) Schedule TMB-4.

**Unitil Energy Systems, Inc.
Typical Bill Impacts by Rate Component**

Residential Rate D 500 kWh Bill

	2/1/2012	5/1/2012					%
<u>Rate Components</u>	<u>Current Rate</u>	<u>As Revised</u>	<u>Difference</u>	<u>Current Bill*</u>	<u>As Revised Bill*</u>	<u>Difference</u>	<u>Difference to Total Bill</u>
Customer Charge	\$10.27	\$10.27	\$0.00	\$10.27	\$10.27	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge							
First 250 kWh	\$0.02750	\$0.02750	\$0.00000	\$6.88	\$6.88	\$0.00	0.0%
Excess 250 kWh	\$0.03250	\$0.03250	\$0.00000	\$8.13	\$8.13	\$0.00	0.0%
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	\$7.40	\$7.40	\$0.00	0.0%
Stranded Cost Charge	(\$0.00004)	(\$0.00004)	\$0.00000	(\$0.02)	(\$0.02)	\$0.00	0.0%
Storm Recovery Adj.	\$0.00096	\$0.00096	\$0.00000	\$0.48	\$0.48	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$1.65	\$1.65	\$0.00	0.0%
Default Service Charge	<u>\$0.08026</u>	<u>\$0.07085</u>	<u>(\$0.00941)</u>	<u>\$40.13</u>	<u>\$35.43</u>	<u>(\$4.71)</u>	<u>(6.3%)</u>
First 250 kWh	\$0.12677	\$0.11736	(\$0.00941)				
Excess 250 kWh	\$0.13177	\$0.12236	(\$0.00941)				
Total Bill				\$74.91	\$70.20	(\$4.71)	(6.3%)

* Impacts do not include the Electricity Consumption Tax.

Unitil Energy Systems, Inc.
Typical Bill Impacts by Rate Component

Regular General G2 Quick Recovery Water Heating and Space Heating 2,000 kWh Typical Bill							
	2/1/2012	5/1/2012					%
<u>Rate Components</u>	<u>Current Rate</u>	<u>As Revised</u>	<u>Difference</u>	<u>Current Bill*</u>	<u>As Revised Bill*</u>	<u>Difference</u>	<u>Difference to Total Bill</u>
Customer Charge	\$5.60	\$5.60	\$0.00	\$5.60	\$5.60	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge	\$0.02789	\$0.02789	\$0.00000	\$55.78	\$55.78	\$0.00	0.0%
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	\$29.58	\$29.58	\$0.00	0.0%
Stranded Cost Charge	(\$0.00004)	(\$0.00004)	\$0.00000	(\$0.08)	(\$0.08)	\$0.00	0.0%
Storm Recovery Adj.	\$0.00096	\$0.00096	\$0.00000	\$1.92	\$1.92	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$6.60	\$6.60	\$0.00	0.0%
Default Service Charge	<u>\$0.08026</u>	<u>\$0.07085</u>	<u>(\$0.00941)</u>	<u>\$160.52</u>	<u>\$141.70</u>	<u>(\$18.82)</u>	<u>(7.2%)</u>
Total	\$0.12716	\$0.11775	(\$0.00941)	\$254.32	\$235.50	(\$18.82)	(7.2%)
Total Bill				\$259.92	\$241.10	(\$18.82)	(7.2%)

Regular General G2 kWh Meter 125 kWh Typical Bill							
	2/1/2012	5/1/2012					%
<u>Rate Components</u>	<u>Current Rate</u>	<u>As Revised</u>	<u>Difference</u>	<u>Current Bill*</u>	<u>As Revised Bill*</u>	<u>Difference</u>	<u>Difference to Total Bill</u>
Customer Charge	\$12.50	\$12.50	\$0.00	\$12.50	\$12.50	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge	\$0.02910	\$0.02910	\$0.00000	\$3.64	\$3.64	\$0.00	0.0%
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	\$1.85	\$1.85	\$0.00	0.0%
Stranded Cost Charge	(\$0.00004)	(\$0.00004)	\$0.00000	(\$0.01)	(\$0.01)	\$0.00	0.0%
Storm Recovery Adj.	\$0.00096	\$0.00096	\$0.00000	\$0.12	\$0.12	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$0.41	\$0.41	\$0.00	0.0%
Default Service Charge	<u>\$0.08026</u>	<u>\$0.07085</u>	<u>(\$0.00941)</u>	<u>\$10.03</u>	<u>\$8.86</u>	<u>(\$1.18)</u>	<u>(4.1%)</u>
Total	\$0.12837	\$0.11896	(\$0.00941)	\$16.05	\$14.87	(\$1.18)	(4.1%)
Total Bill				\$28.55	\$27.37	(\$1.18)	(4.1%)

* Impacts do not include the Electricity Consumption Tax.

Unitil Energy Systems, Inc.
Typical Bill Impacts by Rate Component

Regular General G2 Demand, 10 kW, 3,000 kWh Typical Bill							
<u>Rate Components</u>	<u>2/1/2012</u>	<u>5/1/2012</u>	<u>Difference</u>	<u>Current Bill*</u>	<u>As Revised Bill*</u>	<u>Difference</u>	<u>%</u>
	<u>Current Rate</u>	<u>As Revised</u>					<u>Difference to</u>
Customer Charge	\$16.50	\$16.50	\$0.00	\$16.50	\$16.50	\$0.00	0.0%
	<u>All kW</u>	<u>All kW</u>					
Distribution Charge	\$9.24	\$9.24	\$0.00	\$92.40	\$92.40	\$0.00	0.0%
Stranded Cost Charge	<u>(\$0.01)</u>	<u>(\$0.01)</u>	<u>\$0.00</u>	<u>(\$0.10)</u>	<u>(\$0.10)</u>	<u>\$0.00</u>	<u>0.0%</u>
Total	\$9.23	\$9.23	\$0.00	\$92.30	\$92.30	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge	\$0.00034	\$0.00034	\$0.00000	\$1.02	\$1.02	\$0.00	0.0%
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	\$44.37	\$44.37	\$0.00	0.0%
Stranded Cost Charge	<u>(\$0.00001)</u>	<u>(\$0.00001)</u>	<u>\$0.00000</u>	<u>(\$0.03)</u>	<u>(\$0.03)</u>	<u>\$0.00</u>	<u>0.0%</u>
Storm Recovery Adj.	\$0.00096	\$0.00096	\$0.00000	\$2.88	\$2.88	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$9.90	\$9.90	\$0.00	0.0%
Default Service Charge	<u>\$0.08026</u>	<u>\$0.07085</u>	<u>(\$0.00941)</u>	<u>\$240.78</u>	<u>\$212.55</u>	<u>(\$28.23)</u>	<u>(6.9%)</u>
Total	\$0.09964	\$0.09023	<u>(\$0.00941)</u>	\$298.92	\$270.69	<u>(\$28.23)</u>	<u>(6.9%)</u>
Total Bill				\$407.72	\$379.49	<u>(\$28.23)</u>	<u>(6.9%)</u>

Large General - G1 550 kVa, 200,000 kWh Typical Bill							
<u>Rate Components</u>	<u>2/1/2012</u>	<u>5/1/2012</u>	<u>Difference</u>	<u>Current Bill*</u>	<u>As Revised Bill*</u>	<u>Difference</u>	<u>%</u>
	<u>Current Rate</u>	<u>As Revised</u>					<u>Difference to</u>
Customer Charge	\$87.09	\$87.09	\$0.00	\$87.09	\$87.09	\$0.00	0.0%
	<u>All kVa</u>	<u>All kVa</u>					
Distribution Charge	\$6.25	\$6.25	\$0.00	\$3,437.50	\$3,437.50	\$0.00	0.0%
Stranded Cost Charge	<u>(\$0.01)</u>	<u>(\$0.01)</u>	<u>\$0.00</u>	<u>(\$5.50)</u>	<u>(\$5.50)</u>	<u>\$0.00</u>	<u>0.0%</u>
Total	\$6.24	\$6.24	\$0.00	\$3,432.00	\$3,432.00	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge	\$0.00034	\$0.00034	\$0.00000	\$68.00	\$68.00	\$0.00	0.0%
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	\$2,958.00	\$2,958.00	\$0.00	0.0%
Stranded Cost Charge	<u>(\$0.00001)</u>	<u>(\$0.00001)</u>	<u>\$0.00000</u>	<u>(\$2.00)</u>	<u>(\$2.00)</u>	<u>\$0.00</u>	<u>0.0%</u>
Storm Recovery Adj.	\$0.00096	\$0.00096	\$0.00000	\$192.00	\$192.00	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$660.00	\$660.00	\$0.00	0.0%
Default Service Charge	<u>\$0.06723</u>	<u>\$0.04308</u>	<u>(\$0.02415)</u>	<u>\$13,446.00</u>	<u>\$8,616.00</u>	<u>(\$4,830.00)</u>	<u>(23.2%)</u>
Total	\$0.08661	\$0.06246	<u>(\$0.02415)</u>	\$17,322.00	\$12,492.00	<u>(\$4,830.00)</u>	<u>(23.2%)</u>
Total Bill				\$20,841.09	\$16,011.09	<u>(\$4,830.00)</u>	<u>(23.2%)</u>

* Impacts do not include the Electricity Consumption Tax.

Unitil Energy Systems, Inc.
Typical Bill Impacts for Residential Rate Class based on Mean and Median Usage

Residential Rate D 648 kWh Bill - Mean Use*

	2/1/2012	5/1/2012					%
<u>Rate Components</u>	<u>Current Rate</u>	<u>As Revised</u>	<u>Difference</u>	<u>Current Bill**</u>	<u>As Revised Bill**</u>	<u>Difference</u>	<u>Difference to Total Bill</u>
Customer Charge	\$10.27	\$10.27	\$0.00	\$10.27	\$10.27	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge							
First 250 kWh	\$0.02750	\$0.02750	\$0.00000	\$6.88	\$6.88	\$0.00	0.0%
Excess 250 kWh	\$0.03250	\$0.03250	\$0.00000	\$12.94	\$12.94	\$0.00	0.0%
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	\$9.58	\$9.58	\$0.00	0.0%
Stranded Cost Charge	(\$0.00004)	(\$0.00004)	\$0.00000	(\$0.03)	(\$0.03)	\$0.00	0.0%
Storm Recovery Adj.	\$0.00096	\$0.00096	\$0.00000	\$0.62	\$0.62	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$2.14	\$2.14	\$0.00	0.0%
Default Service Charge	<u>\$0.08026</u>	<u>\$0.07085</u>	<u>(\$0.00941)</u>	<u>\$52.01</u>	<u>\$45.91</u>	<u>(\$6.10)</u>	<u>(6.5%)</u>
First 250 kWh	\$0.12677	\$0.11736	(\$0.00941)				
Excess 250 kWh	\$0.13177	\$0.12236	(\$0.00941)				
Total Bill				\$94.41	\$88.31	(\$6.10)	(6.5%)

Residential Rate D 543 kWh Bill - Median Use*

	2/1/2012	5/1/2012					%
<u>Rate Components</u>	<u>Current Rate</u>	<u>As Revised</u>	<u>Difference</u>	<u>Current Bill**</u>	<u>As Revised Bill**</u>	<u>Difference</u>	<u>Difference to Total Bill</u>
Customer Charge	\$10.27	\$10.27	\$0.00	\$10.27	\$10.27	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge							
First 250 kWh	\$0.02750	\$0.02750	\$0.00000	\$6.88	\$6.88	\$0.00	0.0%
Excess 250 kWh	\$0.03250	\$0.03250	\$0.00000	\$9.52	\$9.52	\$0.00	0.0%
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	\$8.03	\$8.03	\$0.00	0.0%
Stranded Cost Charge	(\$0.00004)	(\$0.00004)	\$0.00000	(\$0.02)	(\$0.02)	\$0.00	0.0%
Storm Recovery Adj.	\$0.00096	\$0.00096	\$0.00000	\$0.52	\$0.52	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$1.79	\$1.79	\$0.00	0.0%
Default Service Charge	<u>\$0.08026</u>	<u>\$0.07085</u>	<u>(\$0.00941)</u>	<u>\$43.58</u>	<u>\$38.47</u>	<u>(\$5.11)</u>	<u>(6.3%)</u>
First 250 kWh	\$0.12677	\$0.11736	(\$0.00941)				
Excess 250 kWh	\$0.13177	\$0.12236	(\$0.00941)				
Total Bill				\$80.57	\$75.46	(\$5.11)	(6.3%)

* Based on billing period March 2011 through February 2012.

** Impacts do not include the Electricity Consumption Tax.

Unitil Energy Systems, Inc.
Average Class Bill Impacts
Due to Proposed Default Service Rate Changes Effective May 1, 2012

(A) <u>Class of Service</u>	(B) <u>Annual Number of Customers (luminaires for Outdoor Lighting)</u>	(C) <u>Annual kWh Sales</u>	(D) <u>Annual kW / kVA Sales</u>	(E) <u>Proposed DSC Change \$</u>	(F) <u>Estimated Annual Revenue \$ Under Present Rates</u>	(G) <u>Estimated Annual Revenue \$ Under Proposed Rates</u>	(H) <u>Proposed Net Change Revenue \$</u>	(I) <u>% Change DSC Revenue</u>
Residential	763,694	480,638,599	n/a	(\$4,522,809)	\$70,312,841	\$65,790,032	(\$4,522,809)	(6.4%)
General Service	129,249	340,275,469	1,301,458	(\$3,201,992)	\$48,154,827	\$44,952,835	(\$3,201,992)	(6.6%)
Large General Service	1,814	347,650,754	989,158	(\$8,395,766)	\$36,265,225	\$27,869,459	(\$8,395,766)	(23.2%)
Outdoor Lighting	115,819	8,988,739	n/a	(\$84,584)	\$2,453,856	\$2,369,272	(\$84,584)	(3.4%)
Total	1,010,576	1,177,553,561		(\$16,205,151)	\$157,186,749	\$140,981,597	(\$16,205,151)	(10.3%)

(B), (C), (D) Test year billing determinants in DE 10-055.

(E) Difference in proposed rate and current rate, times the billing determinants shown in Column (C). The proposed and current DSC for the G1 class used in this analysis are based on the average of the DSC for each 3-month period.

(F) Based on current rates times billing determinants shown in Columns (B), (C) and (D).

(G) Sum of Columns (E) and (F)

(H) Column (G) minus Column (F)

(I) Column (H) divided by Column (F)

Unitil Energy Systems, Inc. Typical Bill Impacts - February 1, 2012 versus May 1, 2012 Impacts do NOT include the Electricity Consumption Tax Impact on D Rate Customers				
Average kWh	Total Bill Using Rates 2/1/2012	Total Bill Using Rates 5/1/2012	Total Difference	% Total Difference
125	\$26.12	\$24.94	(\$1.18)	(4.5%)
250	\$41.96	\$39.61	(\$2.35)	(5.6%)
500	\$74.91	\$70.20	(\$4.71)	(6.3%)
600	\$88.08	\$82.44	(\$5.65)	(6.4%)
750	\$107.85	\$100.79	(\$7.06)	(6.5%)
1,000	\$140.79	\$131.38	(\$9.41)	(6.7%)
1,250	\$173.73	\$161.97	(\$11.76)	(6.8%)
1,500	\$206.68	\$192.56	(\$14.12)	(6.8%)
2,000	\$272.56	\$253.74	(\$18.82)	(6.9%)
3,500	\$470.22	\$437.28	(\$32.94)	(7.0%)
5,000	\$667.87	\$620.82	(\$47.05)	(7.0%)
	Rates - Effective February 1, 2012	Rates - Proposed May 1, 2012	Difference	
Customer Charge	\$10.27	\$10.27	\$0.00	
	kWh	kWh	kWh	
Distribution Charge: First 250 kWh	\$0.02750	\$0.02750	\$0.00000	
Excess 250 kWh	\$0.03250	\$0.03250	\$0.00000	
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	
Stranded Cost Charge	(\$0.00004)	(\$0.00004)	\$0.00000	
Storm Recovery Adjustment Factor	\$0.00096	\$0.00096	\$0.00000	
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	
Default Service Charge	<u>\$0.08026</u>	<u>\$0.07085</u>	<u>(\$0.00941)</u>	
TOTAL				
First 250 kWh	\$0.12677	\$0.11736	(\$0.00941)	
Excess 250 kWh	\$0.13177	\$0.12236	(\$0.00941)	

Unitil Energy Systems, Inc.
Typical Bill Impacts - February 1, 2012 versus May 1, 2012
Impacts do NOT include the Electricity Consumption Tax
Impact on G2 Rate Customers

<u>Load Factor</u>	<u>Average Monthly kW</u>	<u>Average Monthly kWh</u>	<u>Total Bill Using Rates 2/1/2012</u>	<u>Total Bill Using Rates 5/1/2012</u>	<u>Total Difference</u>	<u>% Total Difference</u>
20%	5	730	\$135.39	\$128.52	(\$6.87)	(5.1%)
20%	10	1,460	\$254.27	\$240.54	(\$13.74)	(5.4%)
20%	15	2,190	\$373.16	\$352.55	(\$20.61)	(5.5%)
20%	25	3,650	\$610.94	\$576.59	(\$34.35)	(5.6%)
20%	50	7,300	\$1,205.37	\$1,136.68	(\$68.69)	(5.7%)
20%	75	10,950	\$1,799.81	\$1,696.77	(\$103.04)	(5.7%)
20%	100	14,600	\$2,394.24	\$2,256.86	(\$137.39)	(5.7%)
20%	150	21,900	\$3,583.12	\$3,377.04	(\$206.08)	(5.8%)
36%	5	1,314	\$193.58	\$181.21	(\$12.36)	(6.4%)
36%	10	2,628	\$370.65	\$345.92	(\$24.73)	(6.7%)
36%	15	3,942	\$547.73	\$510.64	(\$37.09)	(6.8%)
36%	25	6,570	\$901.88	\$840.06	(\$61.82)	(6.9%)
36%	50	13,140	\$1,787.27	\$1,663.62	(\$123.65)	(6.9%)
36%	75	19,710	\$2,672.65	\$2,487.18	(\$185.47)	(6.9%)
36%	100	26,280	\$3,558.04	\$3,310.74	(\$247.29)	(7.0%)
36%	150	39,420	\$5,328.81	\$4,957.87	(\$370.94)	(7.0%)
50%	5	1,825	\$244.49	\$227.32	(\$17.17)	(7.0%)
50%	10	3,650	\$472.49	\$438.14	(\$34.35)	(7.3%)
50%	15	5,475	\$700.48	\$648.96	(\$51.52)	(7.4%)
50%	25	9,125	\$1,156.47	\$1,070.60	(\$85.87)	(7.4%)
50%	50	18,250	\$2,296.43	\$2,124.70	(\$171.73)	(7.5%)
50%	75	27,375	\$3,436.40	\$3,178.80	(\$257.60)	(7.5%)
50%	100	36,500	\$4,576.36	\$4,232.90	(\$343.47)	(7.5%)
50%	150	54,750	\$6,856.29	\$6,341.09	(\$515.20)	(7.5%)

	<u>Rates - Effective February 1, 2012</u>	<u>Rates - Proposed May 1, 2012</u>	<u>Difference</u>
Customer Charge	\$16.50	\$16.50	\$0.00
	<u>All kW</u>	<u>All kW</u>	<u>All kW</u>
Distribution Charge	\$9.24	\$9.24	\$0.00
Stranded Cost Charge	(\$0.01)	(\$0.01)	\$0.00
TOTAL	\$9.23	\$9.23	\$0.00
	<u>kWh</u>	<u>kWh</u>	<u>kWh</u>
Distribution Charge	\$0.00034	\$0.00034	\$0.00000
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000
Stranded Cost Charge	(\$0.00001)	(\$0.00001)	\$0.00000
Storm Recovery Adj. Factor	\$0.00096	\$0.00096	\$0.00000
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000
Default Service Charge	<u>\$0.08026</u>	<u>\$0.07085</u>	<u>(\$0.00941)</u>
TOTAL	\$0.09964	\$0.09023	(\$0.00941)

Unitil Energy Systems, Inc. Typical Bill Impacts - February 1, 2012 versus May 1, 2012 Impacts do NOT include the Electricity Consumption Tax Impact on G2 kWh Meter Rate Customers				
Average Monthly kWh	Total Bill Using Rates 2/1/2012	Total Bill Using Rates 5/1/2012	Total Difference	% Total Difference
15	\$14.43	\$14.28	(\$0.14)	(1.0%)
75	\$22.13	\$21.42	(\$0.71)	(3.2%)
150	\$31.76	\$30.34	(\$1.41)	(4.4%)
250	\$44.59	\$42.24	(\$2.35)	(5.3%)
350	\$57.43	\$54.14	(\$3.29)	(5.7%)
450	\$70.27	\$66.03	(\$4.23)	(6.0%)
550	\$83.10	\$77.93	(\$5.18)	(6.2%)
650	\$95.94	\$89.82	(\$6.12)	(6.4%)
750	\$108.78	\$101.72	(\$7.06)	(6.5%)
900	\$128.03	\$119.56	(\$8.47)	(6.6%)
	Rates - Effective February 1, 2012	Rates - Proposed May 1, 2012	Difference	
kWh Meter Customer Charge	\$12.50	\$12.50	\$0.00	
	All kWh	All kWh	All kWh	
Distribution Charge	\$0.02910	\$0.02910	\$0.00000	
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	
Stranded Cost Charge	(\$0.00004)	(\$0.00004)	\$0.00000	
Storm Recovery Adjustment Factor	\$0.00096	\$0.00096	\$0.00000	
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	
Default Service Charge	<u>\$0.08026</u>	<u>\$0.07085</u>	<u>(\$0.00941)</u>	
TOTAL	\$0.12837	\$0.11896	(\$0.00941)	

Unitil Energy Systems, Inc. Typical Bill Impacts - February 1, 2012 versus May 1, 2012 Impacts do NOT include the Electricity Consumption Tax Impact on G2 QRWH and SH Rate Customers				
Average kWh	Total Bill Using Rates 2/1/2012	Total Bill Using Rates 5/1/2012	Total Difference	% Total Difference
100	\$18.32	\$17.38	(\$0.94)	(5.1%)
200	\$31.03	\$29.15	(\$1.88)	(6.1%)
300	\$43.75	\$40.93	(\$2.82)	(6.5%)
400	\$56.46	\$52.70	(\$3.76)	(6.7%)
500	\$69.18	\$64.48	(\$4.71)	(6.8%)
750	\$100.97	\$93.91	(\$7.06)	(7.0%)
1,000	\$132.76	\$123.35	(\$9.41)	(7.1%)
1,500	\$196.34	\$182.23	(\$14.12)	(7.2%)
2,000	\$259.92	\$241.10	(\$18.82)	(7.2%)
2,500	\$323.50	\$299.98	(\$23.53)	(7.3%)
	Rates - Effective February 1, 2012	Rates - Proposed May 1, 2012	Difference	
Customer Charge	\$5.60	\$5.60	\$0.00	
	All kWh	All kWh	All kWh	
Distribution Charge	\$0.02789	\$0.02789	\$0.00000	
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	
Stranded Cost Charge	(\$0.00004)	(\$0.00004)	\$0.00000	
Storm Recovery Adjustment Factor	\$0.00096	\$0.00096	\$0.00000	
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	
Default Service Charge	<u>\$0.08026</u>	<u>\$0.07085</u>	<u>(\$0.00941)</u>	
TOTAL	\$0.12716	\$0.11775	(\$0.00941)	

Unitil Energy Systems, Inc. Typical Bill Impacts - February 1, 2012 versus May 1, 2012 Impacts do NOT include the Electricity Consumption Tax Impact on G1 Rate Customers						
Load Factor	Average Monthly kVa	Average Monthly kWh	Total Bill Using Rates 2/1/2012	Total Bill Using Rates 5/1/2012	Total Difference	% Total Difference
25.0%	200	36,500	\$4,496.36	\$3,614.88	(\$881.47)	(19.6%)
25.0%	400	73,000	\$8,905.62	\$7,142.67	(\$1,762.95)	(19.8%)
25.0%	600	109,500	\$13,314.89	\$10,670.46	(\$2,644.43)	(19.9%)
25.0%	800	146,000	\$17,724.15	\$14,198.25	(\$3,525.90)	(19.9%)
25.0%	1,000	182,500	\$22,133.42	\$17,726.04	(\$4,407.38)	(19.9%)
25.0%	1,500	273,750	\$33,156.58	\$26,545.52	(\$6,611.06)	(19.9%)
25.0%	2,000	365,000	\$44,179.74	\$35,364.99	(\$8,814.75)	(20.0%)
25.0%	2,500	456,250	\$55,202.90	\$44,184.47	(\$11,018.44)	(20.0%)
25.0%	3,000	547,500	\$66,226.07	\$53,003.94	(\$13,222.13)	(20.0%)
40.0%	200	58,400	\$6,393.11	\$4,982.75	(\$1,410.36)	(22.1%)
40.0%	400	116,800	\$12,699.14	\$9,878.42	(\$2,820.72)	(22.2%)
40.0%	600	175,200	\$19,005.16	\$14,774.08	(\$4,231.08)	(22.3%)
40.0%	800	233,600	\$25,311.19	\$19,669.75	(\$5,641.44)	(22.3%)
40.0%	1,000	292,000	\$31,617.21	\$24,565.41	(\$7,051.80)	(22.3%)
40.0%	1,500	438,000	\$47,382.27	\$36,804.57	(\$10,577.70)	(22.3%)
40.0%	2,000	584,000	\$63,147.33	\$49,043.73	(\$14,103.60)	(22.3%)
40.0%	2,500	730,000	\$78,912.39	\$61,282.89	(\$17,629.50)	(22.3%)
40.0%	3,000	876,000	\$94,677.45	\$73,522.05	(\$21,155.40)	(22.3%)
57.0%	200	83,220	\$8,542.77	\$6,533.01	(\$2,009.76)	(23.5%)
57.0%	400	166,440	\$16,998.46	\$12,978.93	(\$4,019.53)	(23.6%)
57.0%	600	249,660	\$25,454.14	\$19,424.85	(\$6,029.29)	(23.7%)
57.0%	800	332,880	\$33,909.83	\$25,870.77	(\$8,039.05)	(23.7%)
57.0%	1,000	416,100	\$42,365.51	\$32,316.70	(\$10,048.82)	(23.7%)
57.0%	1,500	624,150	\$63,504.72	\$48,431.50	(\$15,073.22)	(23.7%)
57.0%	2,000	832,200	\$84,643.93	\$64,546.30	(\$20,097.63)	(23.7%)
57.0%	2,500	1,040,250	\$105,783.14	\$80,661.11	(\$25,122.04)	(23.7%)
57.0%	3,000	1,248,300	\$126,922.35	\$96,775.91	(\$30,146.45)	(23.8%)
71.0%	200	103,660	\$10,313.08	\$7,809.69	(\$2,503.39)	(24.3%)
71.0%	400	207,320	\$20,539.08	\$15,532.30	(\$5,006.78)	(24.4%)
71.0%	600	310,980	\$30,765.07	\$23,254.90	(\$7,510.17)	(24.4%)
71.0%	800	414,640	\$40,991.06	\$30,977.50	(\$10,013.56)	(24.4%)
71.0%	1,000	518,300	\$51,217.05	\$38,700.11	(\$12,516.95)	(24.4%)
71.0%	1,500	777,450	\$76,782.03	\$58,006.62	(\$18,775.42)	(24.5%)
71.0%	2,000	1,036,600	\$102,347.02	\$77,313.13	(\$25,033.89)	(24.5%)
71.0%	2,500	1,295,750	\$127,912.00	\$96,619.64	(\$31,292.36)	(24.5%)
71.0%	3,000	1,554,900	\$153,476.98	\$115,926.14	(\$37,550.84)	(24.5%)

	Rates - Effective February 1, 2012	Rates - Proposed May 1, 2012	Difference
Customer Charge	\$87.09	\$87.09	\$0.00
	<u>All kVA</u>	<u>All kVA</u>	<u>All kVA</u>
Distribution Charge	\$6.25	\$6.25	\$0.00
Stranded Cost Charge	(\$0.01)	(\$0.01)	\$0.00
TOTAL	\$6.24	\$6.24	\$0.00
	<u>All kWh</u>	<u>All kWh</u>	<u>All kWh</u>
Distribution Charge	\$0.00034	\$0.00034	\$0.00000
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000
Stranded Cost Charge	(\$0.00001)	(\$0.00001)	\$0.00000
Storm Recovery Adjustment Factor	\$0.00096	\$0.00096	\$0.00000
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000
Default Service Charge*	<u>\$0.06723</u>	<u>\$0.04308</u>	<u>(\$0.02415)</u>
TOTAL	\$0.08661	\$0.06246	(\$0.02415)

* Default Service Charges shown are based on the average of the DSC for each 3-month period.

Unitil Energy Systems, Inc. Typical Bill Impacts - February 1, 2012 versus May 1, 2012 Impacts do NOT include the Electricity Consumption Tax Impact on OL Rate Customers*								
	Nominal Watts	Lumens	Type	Average Monthly kWh	Total Bill Using Rates 2/1/2012	Total Bill Using Rates 5/1/2012	Total Difference	% Total Difference
<u>Mercury Vapor:</u>								
1	100	3,500	ST	40	\$14.09	\$13.72	(\$0.38)	(2.7%)
2	175	7,000	ST	67	\$18.91	\$18.28	(\$0.63)	(3.3%)
3	250	11,000	ST	95	\$23.51	\$22.62	(\$0.89)	(3.8%)
4	400	20,000	ST	154	\$32.32	\$30.87	(\$1.45)	(4.5%)
5	1,000	60,000	ST	388	\$73.66	\$70.01	(\$3.65)	(5.0%)
6	250	11,000	FL	95	\$24.51	\$23.62	(\$0.89)	(3.6%)
7	400	20,000	FL	154	\$33.61	\$32.16	(\$1.45)	(4.3%)
8	1,000	60,000	FL	388	\$69.79	\$66.14	(\$3.65)	(5.2%)
9	100	3,500	PB	40	\$14.20	\$13.83	(\$0.38)	(2.6%)
10	175	7,000	PB	67	\$18.15	\$17.52	(\$0.63)	(3.5%)
<u>High Pressure Sodium:</u>								
11	50	4,000	ST	21	\$12.41	\$12.21	(\$0.20)	(1.6%)
12	100	9,500	ST	43	\$16.06	\$15.66	(\$0.40)	(2.5%)
13	150	16,000	ST	60	\$17.81	\$17.24	(\$0.56)	(3.2%)
14	250	30,000	ST	101	\$25.22	\$24.27	(\$0.95)	(3.8%)
15	400	50,000	ST	161	\$35.49	\$33.97	(\$1.52)	(4.3%)
16	1,000	140,000	ST	398	\$74.20	\$70.46	(\$3.75)	(5.0%)
17	150	16,000	FL	60	\$19.82	\$19.25	(\$0.56)	(2.8%)
18	250	30,000	FL	101	\$26.62	\$25.67	(\$0.95)	(3.6%)
19	400	50,000	FL	161	\$35.03	\$33.51	(\$1.52)	(4.3%)
20	1,000	140,000	FL	398	\$74.51	\$70.77	(\$3.75)	(5.0%)
21	50	4,000	PB	21	\$11.54	\$11.34	(\$0.20)	(1.7%)
22	100	9,500	PB	43	\$15.05	\$14.65	(\$0.40)	(2.7%)
<u>Metal Halide:</u>								
23	175	8,800	ST	66	\$22.39	\$21.77	(\$0.62)	(2.8%)
24	250	13,500	ST	92	\$26.48	\$25.62	(\$0.87)	(3.3%)
25	400	23,500	ST	148	\$32.75	\$31.36	(\$1.39)	(4.3%)
26	175	8,800	FL	66	\$25.05	\$24.43	(\$0.62)	(2.5%)
27	250	13,500	FL	92	\$29.22	\$28.36	(\$0.87)	(3.0%)
28	400	23,500	FL	148	\$34.84	\$33.45	(\$1.39)	(4.0%)
29	175	8,800	PB	66	\$21.29	\$20.67	(\$0.62)	(2.9%)
30	250	13,500	PB	92	\$24.89	\$24.03	(\$0.87)	(3.5%)
31	400	23,500	PB	148	\$31.65	\$30.26	(\$1.39)	(4.4%)
Luminaire Charges For Year Round Service:								
Rates - Effective February 1, 2012								
		Mercury Vapor Rate/Mo.		Sodium Vapor Rate/Mo.		Metal Halide Rate/Mo.		
Customer Charge	\$0.00	1	\$10.11	11	\$10.32	23	\$15.82	
		2	\$12.24	12	\$11.78	24	\$17.32	
	<u>All kWh</u>	3	\$14.05	13	\$11.83	25	\$18.01	
Distribution Charge	\$0.00034	4	\$16.98	14	\$15.16	26	\$18.48	
External Delivery Charge	\$0.01479	5	\$35.01	15	\$19.45	27	\$20.06	
Stranded Cost Charge	(\$0.00004)	6	\$15.05	16	\$34.56	28	\$20.10	
Storm Recovery Adj. Factor	\$0.00096	7	\$18.27	17	\$13.84	29	\$14.72	
System Benefits Charge	\$0.00330	8	\$31.14	18	\$16.56	30	\$15.73	
Default Service Charge	<u>\$0.08026</u>	9	\$10.22	19	\$18.99	31	\$16.91	
		10	\$11.48	20	\$34.87			
TOTAL	\$0.09961			21	\$9.45			
				22	\$10.77			
Rates - Proposed May 1, 2012								
		Mercury Vapor Rate/Mo.		Sodium Vapor Rate/Mo.		Metal Halide Rate/Mo.		
Customer Charge	\$0.00	1	\$10.11	11	\$10.32	23	\$15.82	
		2	\$12.24	12	\$11.78	24	\$17.32	
	<u>All kWh</u>	3	\$14.05	13	\$11.83	25	\$18.01	
Distribution Charge	\$0.00034	4	\$16.98	14	\$15.16	26	\$18.48	
External Delivery Charge	\$0.01479	5	\$35.01	15	\$19.45	27	\$20.06	
Stranded Cost Charge	(\$0.00004)	6	\$15.05	16	\$34.56	28	\$20.10	
Storm Recovery Adj. Factor	\$0.00096	7	\$18.27	17	\$13.84	29	\$14.72	
System Benefits Charge	\$0.00330	8	\$31.14	18	\$16.56	30	\$15.73	
Default Service Charge	<u>\$0.07085</u>	9	\$10.22	19	\$18.99	31	\$16.91	
		10	\$11.48	20	\$34.87			
TOTAL	\$0.09020			21	\$9.45			
				22	\$10.77			
	Difference	Mercury Vapor-Difference		Sodium Vapor-Difference		Metal Halide-Difference		
Customer Charge	\$0.00	1	\$0.00	11	\$0.00	23	\$0.00	
		2	\$0.00	12	\$0.00	24	\$0.00	
	<u>All kWh</u>	3	\$0.00	13	\$0.00	25	\$0.00	
Distribution Charge	\$0.00000	4	\$0.00	14	\$0.00	26	\$0.00	
External Delivery Charge	\$0.00000	5	\$0.00	15	\$0.00	27	\$0.00	
Stranded Cost Charge	\$0.00000	6	\$0.00	16	\$0.00	28	\$0.00	
Storm Recovery Adj. Factor	\$0.00000	7	\$0.00	17	\$0.00	29	\$0.00	
System Benefits Charge	\$0.00000	8	\$0.00	18	\$0.00	30	\$0.00	
Default Service Charge	<u>(\$0.00941)</u>	9	\$0.00	19	\$0.00	31	\$0.00	
		10	\$0.00	20	\$0.00			
TOTAL	(\$0.00941)			21	\$0.00			
				22	\$0.00			

* Luminaire charges based on All-Night Service option.

CALCULATION OF THE DEFAULT SERVICE CHARGE

	(R)						
Non-G1 Class Default Service:	Nov-11	Dec-11	Jan-12	Feb-12	Mar-12	Apr-12	Total
Power Supply Charge							
1 Reconciliation	\$118,712	\$130,852	\$144,437	\$129,737	\$123,193	\$109,835	\$756,766
2 Total Costs	\$4,310,516	\$5,242,290	\$6,404,978	\$5,774,660	\$4,639,087	\$4,069,824	\$30,441,355
3 Reconciliation plus Total Costs (L.1 + L.2)	\$4,429,229	\$5,373,142	\$6,549,415	\$5,904,397	\$4,762,280	\$4,179,658	\$31,198,121
4 kWh Purchases	66,740,691	73,565,609	81,203,115	72,938,785	69,259,531	61,749,587	425,457,318
5 Total, Before Losses (L.3 / L.4)	\$0.06636	\$0.07304	\$0.08065	\$0.08095	\$0.06876	\$0.06769	\$0.07333
6 Losses	6.40%	6.40%	6.40%	6.40%	6.40%	6.40%	6.40%
7 Total Retail Rate - Variable Power Supply Charge (L.5 * (1+L.6))	\$0.07061	\$0.07771	\$0.08582	\$0.08613	\$0.07316	\$0.07202	
8 Total Retail Rate - Fixed Power Supply Charge (L.5 * (1+L.6))							\$0.07802
Renewable Portfolio Standard (RPS) Charge							
9 Reconciliation	(\$28,680)	(\$31,613)	(\$34,895)	(\$31,343)	(\$29,762)	(\$26,535)	(\$182,827)
10 Total Costs	\$153,280	\$168,949	\$215,094	\$193,207	\$183,462	\$163,570	\$1,077,561
11 Reconciliation plus Total Costs (L.9 + L.10)	\$124,600	\$137,336	\$180,199	\$161,864	\$153,700	\$137,035	\$894,734
12 kWh Purchases	66,740,691	73,565,609	81,203,115	72,938,785	69,259,531	61,749,587	425,457,318
13 Total, Before Losses (L.11 / L.12)	\$0.00187	\$0.00187	\$0.00222	\$0.00222	\$0.00222	\$0.00222	\$0.00210
14 Losses	6.40%	6.40%	6.40%	6.40%	6.40%	6.40%	6.40%
15 Total Retail Rate - Variable RPS Charge (L.13 * (1+L.14))	\$0.00199	\$0.00199	\$0.00236	\$0.00236	\$0.00236	\$0.00236	
16 Total Retail Rate - Fixed RPS Charge (L.13 * (1+L.14))							\$0.00224
17 Total Retail Rate - Variable Default Service Charge (L.7 + L.15)	\$0.07260	\$0.07970	\$0.08818	\$0.08849	\$0.07552	\$0.07438	
18 Total Retail Rate - Fixed Default Service Charge (L.8+L.16)							\$0.08026

As shown on Schedule LSM-7, Page 2

Non-G1 Class Default Service:	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Total
Power Supply Charge							
1 Reconciliation	\$95,184	\$115,586	\$115,393	\$134,633	\$105,262	\$108,610	\$674,668
2 Total Costs	\$3,420,246	\$4,079,415	\$4,440,651	\$5,185,879	\$3,725,315	\$3,867,544	\$24,719,051
3 Reconciliation plus Total Costs (L.1 + L.2)	\$3,515,431	\$4,195,001	\$4,556,044	\$5,320,512	\$3,830,577	\$3,976,154	\$25,393,719
4 kWh Purchases	58,363,921	70,873,661	70,755,027	82,552,369	64,543,305	66,595,980	413,684,262
5 Total, Before Losses (L.3 / L.4)	\$0.06023	\$0.05919	\$0.06439	\$0.06445	\$0.05935	\$0.05971	\$0.06138
6 Losses	6.40%	6.40%	6.40%	6.40%	6.40%	6.40%	6.40%
7 Total Retail Rate - Variable Power Supply Charge (L.5 * (1+L.6))	\$0.06409	\$0.06298	\$0.06851	\$0.06857	\$0.06315	\$0.06353	
8 Total Retail Rate - Fixed Power Supply Charge (L.5 * (1+L.6))							\$0.06531

As shown on Schedule LSM-3, Page 1

Renewable Portfolio Standard (RPS) Charge	May-12	Jun-12	Jul-12	Aug-12	Sep-12	Oct-12	Total
9 Reconciliation	(\$32,217)	(\$39,122)	(\$39,057)	(\$45,569)	(\$35,628)	(\$36,761)	(\$228,354)
10 Total Costs	\$205,794	\$249,900	\$249,480	\$291,076	\$227,581	\$234,817	\$1,458,649
11 Reconciliation plus Total Costs (L.9 + L.10)	\$173,577	\$210,778	\$210,423	\$245,507	\$191,953	\$198,056	\$1,230,294
12 kWh Purchases	58,363,921	70,873,661	70,755,027	82,552,369	64,543,305	66,595,980	413,684,262
13 Total, Before Losses (L.11 / L.12)	\$0.00297	\$0.00297	\$0.00297	\$0.00297	\$0.00297	\$0.00297	\$0.00297
14 Losses	6.40%	6.40%	6.40%	6.40%	6.40%	6.40%	6.40%
15 Total Retail Rate - Variable RPS Charge (L.13 * (1+L.14))	\$0.00316	\$0.00316	\$0.00316	\$0.00316	\$0.00316	\$0.00316	
16 Total Retail Rate - Fixed RPS Charge (L.13 * (1+L.14))							\$0.00316
17 Total Retail Rate - Variable Default Service Charge (L.7 + L.15)	\$0.06725	\$0.06614	\$0.07167	\$0.07173	\$0.06631	\$0.06669	
18 Total Retail Rate - Fixed Default Service Charge (L.8+L.16)							\$0.06847

Authorized by NHPUC Order No. 25-269 in Case No. DE 12-003 44-028, dated September 16, 2011

Unitil Energy Systems, Inc.
 Calculation of Non-G1 Class Default Service Power Supply Charge
 Excluding Customer Billing Adjustment and Remainder of Smart Grid Expenses

Schedule LSM-7
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	<u>May-12</u>	<u>Jun-12</u>	<u>Jul-12</u>	<u>Aug-12</u>	<u>Sep-12</u>	<u>Oct-12</u>	<u>Total</u>
1 Reconciliation (1)	\$95,184	\$115,586	\$115,393	\$134,633	\$105,262	\$108,610	\$674,668
2 Total Costs (Page 2)	<u>\$3,420,246</u>	<u>\$4,079,415</u>	<u>\$4,440,651</u>	<u>\$5,185,879</u>	<u>\$3,725,315</u>	<u>\$3,867,544</u>	<u>\$24,719,051</u>
3 Reconciliation plus Total Costs (L.1 + L.2)	\$3,515,431	\$4,195,001	\$4,556,044	\$5,320,512	\$3,830,577	\$3,976,154	\$25,393,719
4 kWh Purchases	<u>58,363,921</u>	<u>70,873,661</u>	<u>70,755,027</u>	<u>82,552,369</u>	<u>64,543,305</u>	<u>66,595,980</u>	<u>413,684,262</u>
5 Total, Before Losses (L.3 / L.4)	\$0.06023	\$0.05919	\$0.06439	\$0.06445	\$0.05935	\$0.05971	\$0.06138
6 Losses	<u>6.40%</u>						
7 Total Retail Rate - Variable Power Supply Charge (L.5 * (1+L.6))	\$0.06409	\$0.06298	\$0.06851	\$0.06857	\$0.06315	\$0.06353	
8 Total Retail Rate - Fixed Power Supply Charge (L.5 * (1+L.6))							\$0.06531

(1) Balance as of January 31, 2012 modified, as detailed below, to reflect that current rates (through April 30, 2012) include a charge for the undercollection as of January 31, 2011. Amount is further modified to remove the remainder of Smart Grid expenses (amounts not yet collected) in order to recover over the period May-October 2012. The figure is then allocated between rate periods (May-October 2012 and November 2012-April 2013) with remaining Smart Grid expenses added to May-October 2012, and then to each month, May through October 2012, on equal per kWh basis.

a	January 31, 2012 actual balance - Schedule LSM-2, Page 2	\$1,961,861	
b	less: Estimated remaining prior period reconciliation - Feb, Mar, Apr 2012		
c	Estimated kWh Sales Feb-Apr 2012	190,288,838	
d	Amount of reconciliation in current rate	<u>\$0,00189</u>	
e	Estimated amount of reconciliation - Feb-Apr 2012	\$359,646	
f	less: Smart Grid expenses through Jan 2012 less amount included in Nov11-Apr12 reconciliation	\$246,642	
g	Reconciliation for May 1, 2012-April 30, 2013 (not remaining including Smart Grid expenses) (line a-line e-line f)	\$1,355,572	
h	kWh purchases forecast May-October 2012	413,684,262	49.77%
i	kWh purchases forecast November 2012-April 2013	<u>417,463,731</u>	50.23%
j	Total	831,147,993	
k	Reconciliation amount for May-October 2012 (line g * line h%)	\$674,668	
l	Reconciliation amount for November 2012-April 2013 (line g * line i%)	<u>\$680,904</u>	
m	Total (line k + line l)	\$1,355,572	

Unitil Energy Systems, Inc.
 Reconciliation of Non-G1 Class Power Supply Charge Costs and Revenues

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	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)
	Beginning Balance	Total Costs (Page 3)	Total Revenue (Page 4)	Ending Balance Before Interest (a + b - c)	Average Monthly Balance ((a+d) / 2)	Interest Rate	Number of Days / Month	Computed Interest	Ending Balance with Interest (d + h)
Feb-11	\$1,239,132	\$5,243,126	\$4,789,886	\$1,692,372	\$1,465,752	3.25%	28	\$3,654	\$1,696,026
Mar-11	\$1,696,026	\$4,972,219	\$5,700,779	\$967,466	\$1,331,746	3.25%	31	\$3,676	\$971,142
Apr-11	\$971,142	\$4,316,318	\$4,027,498	\$1,259,963	\$1,115,553	3.25%	30	\$2,980	\$1,262,943
May-11	\$1,262,943	\$3,497,252	\$3,926,309	\$833,886	\$1,048,414	3.25%	31	\$2,894	\$836,780
Jun-11	\$836,780	\$4,549,863	\$3,394,030	\$1,992,613	\$1,414,697	3.25%	30	\$3,779	\$1,996,392
Jul-11	\$1,996,392	\$5,790,052	\$5,883,082	\$1,903,363	\$1,949,878	3.25%	31	\$5,382	\$1,908,745
Aug-11	\$1,908,745	\$5,486,108	\$4,846,991	\$2,547,862	\$2,228,303	3.25%	31	\$6,151 (1)	\$2,554,013
Sep-11	\$2,554,013	\$3,844,244	\$4,324,576	\$2,073,681	\$2,313,847	3.25%	30	\$6,181	\$2,079,862
Oct-11	\$2,079,862	\$3,765,651	\$4,062,970	\$1,782,543	\$1,931,202	3.25%	31	\$5,331	\$1,787,873
Nov-11	\$1,787,873	\$3,968,932	\$4,057,410	\$1,699,396	\$1,743,634	3.25%	30	\$4,658	\$1,704,053
Dec-11	\$1,704,053	\$5,026,773	\$5,146,450	\$1,584,376	\$1,644,215	3.25%	31	\$4,538	\$1,588,915
Jan-12	\$1,588,915	<u>\$5,731,596</u>	<u>\$5,363,531</u>	\$1,956,980	\$1,772,947	3.25%	31	<u>\$4,880</u>	\$1,961,861
Total		\$56,192,135	\$55,523,511					\$54,104	

(1) Interest adjustment of \$172,675.60, related to customer billing adjustment, has been excluded. Interest on balances for September 2011-January 2012 do not include impacts due to customer billing adjustment.

*Calculation of Working Capital
Supplier Charges and GIS Support Payments*

	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)
	Total Non-G1 Class DS Supplier Charges (1)	GIS Support Payments	Number of Days of Lag / 365	Working Capital Requirement ((a+b)*c)	Prime Rate	Supply Related Working Capital (d * e)	Provision for Uncollected Accounts	Internal Company Administrative Costs	Legal Charges	Consulting Outside Service Charges	Total Costs (sum a + b + f + g + h + i + j)
Feb-11	\$5,149,283	\$643	4.36%	\$224,339	3.25%	\$7,291	\$43,006	\$1,999	\$0	\$40,905	\$5,243,126
Mar-11	\$4,937,013	\$650	4.36%	\$215,093	3.25%	\$6,991	\$18,746	\$1,999	\$0	\$6,820	\$4,972,219
Apr-11	\$4,218,507	\$561	4.36%	\$183,790	3.25%	\$5,973	\$66,892	\$1,999	\$755	\$21,631	\$4,316,318
May-11	\$3,390,536	\$600	6.05%	\$205,141	3.25%	\$6,667	\$50,113	\$1,999	\$0	\$47,336	\$3,497,252
Jun-11	\$4,435,027	\$504	6.05%	\$268,319	3.25%	\$8,720	\$58,436	\$1,999	\$0	\$45,177	\$4,549,863
Jul-11	\$5,670,122	\$507	6.05%	\$343,034	3.25%	\$11,149	\$50,374	\$1,999	\$0	\$55,901	\$5,790,052
Aug-11	\$5,393,329	\$774	6.05%	\$326,306	3.25%	\$10,605	\$64,567	\$1,999	\$0	\$14,834	\$5,486,108
Sep-11	\$3,777,506	\$700	6.05%	\$228,556	3.25%	\$7,428	\$44,688	\$1,999	\$0	\$11,922	\$3,844,244
Oct-11	\$3,700,674	\$627	6.05%	\$223,903	3.25%	\$7,277	\$37,431	\$1,999	\$0	\$17,643	\$3,765,651
Nov-11	\$3,902,249	\$553	6.05%	\$236,093	3.25%	\$7,673	\$55,248	\$2,069	\$0	\$1,141	\$3,968,932
Dec-11	\$4,967,639	\$500	6.05%	\$300,538	3.25%	\$9,767	\$13,488	\$2,069	\$0	\$33,309	\$5,026,773
Jan-12	<u>\$5,675,626</u>	<u>\$523</u>	6.05%	<u>\$343,368</u>	3.25%	<u>\$11,159</u>	<u>\$37,868</u>	<u>\$2,069</u>	<u>(\$519)</u>	<u>\$4,870</u>	<u>\$5,731,596</u>
Total	\$55,217,511	\$7,141				\$100,701	\$540,858	\$24,200	\$235	\$301,488	\$56,192,135

Unitil Energy Systems, Inc.
 Non-G1 Class Default Service Power Supply Charge Revenue

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	(a) Total Non-G1 Class Billed Default Service kWh (1)	(b) Unbilled Factor (2)	(c) Non-G1 Class Unbilled kWh (a * b)	(d) Effective Fixed Power Supply Charge	(e) Non-G1 Class Unbilled Power Supply Charge Revenue (c * d)	(f) Reversal of prior month unbilled	(g) Total Billed Non- G1 Class Power Supply Charge Revenue (1)	(h) Total Revenue (e + f + g)
Feb-11	68,567,125	45.23%	31,011,033	\$0.07686	\$2,383,508	(\$2,871,928)	\$5,278,306	\$4,789,886
Mar-11	62,137,929	69.22%	43,009,697	\$0.07686	\$3,305,725	(\$2,383,508)	\$4,778,562	\$5,700,779
Apr-11	59,671,105	59.94%	35,767,955	\$0.07686	\$2,749,125	(\$3,305,725)	\$4,584,098	\$4,027,498
May-11	52,108,888	75.96%	39,581,605	\$0.07094	\$2,807,919	(\$2,749,125)	\$3,867,515	\$3,926,309
Jun-11	57,729,971	51.51%	29,739,033	\$0.07094	\$2,109,687	(\$2,807,919)	\$4,092,262	\$3,394,030
Jul-11	71,072,368	58.52%	41,592,239	\$0.07094	\$2,950,553	(\$2,109,687)	\$5,042,215	\$5,883,082
Aug-11	73,381,981	49.79%	36,537,814	\$0.07094	\$2,591,993	(\$2,950,553)	\$5,205,552 (3)	\$4,846,991
Sep-11	68,146,795	43.05%	29,335,591	\$0.07094	\$2,081,067	(\$2,591,993)	\$4,835,502	\$4,324,576
Oct-11	55,076,892	57.30%	31,556,350	\$0.07094	\$2,238,607	(\$2,081,067)	\$3,905,429	\$4,062,970
Nov-11	55,717,396	49.98%	27,849,670	\$0.07802	\$2,172,831	(\$2,238,607)	\$4,123,186	\$4,057,410
Dec-11	59,037,815	59.02%	34,843,228	\$0.07802	\$2,718,469	(\$2,172,831)	\$4,600,812	\$5,146,450
Jan-12	<u>69,037,974</u>	49.98%	34,502,251	\$0.07802	<u>\$2,691,866</u>	<u>(\$2,718,469)</u>	<u>\$5,390,134</u>	<u>\$5,363,531</u>
Total	751,686,240				\$30,801,350	(\$30,981,413)	\$55,703,574	\$55,523,511

(1) Per billing system

(2) Detail of Unbilled Factors for the Residential, Regular General, and Outdoor Lighting Classes:

	Billed kWh	Direct Estimate of Unbilled kWh	Unbilled kWh / Billed kWh
Feb-11	77,003,275	34,826,473	45.23%
Mar-11	71,008,038	49,149,276	69.22%
Apr-11	68,387,908	40,992,967	59.94%
May-11	60,153,066	45,691,915	75.96%
Jun-11	66,491,391	34,252,385	51.51%
Jul-11	81,000,164	47,402,082	58.52%
Aug-11	83,036,865	41,345,102	49.79%
Sep-11	77,812,291	33,496,359	43.05%
Oct-11	63,636,811	36,460,762	57.30%
Nov-11	64,142,427	32,060,820	49.98%
Dec-11	67,209,234	39,665,876	59.02%
Jan-12	78,432,275	39,197,125	49.98%

(3) Customer billing adjustment of (\$1,152,493.18) as provided on Schedule LSM-2, Page 5, has been excluded.

<i>Calculation of Working Capital Supplier Charges and GIS Support Payments</i>												
(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)		
Total Non-G1 Class DS Supplier Charges (1)	GIS Support Payments	Number of Days of Lag / 365	Working Capital Requirement ((a+b)*c)	Prime Rate	Supply Related Working Capital (d * e)	Provision for Uncollected Accounts	Internal Company Administrative Costs	Legal Charges	Consulting Outside Service Charges	Total Costs (sum a + b + f + g + h + i + j)		
May-12	\$3,341,312	\$524	5.94%	\$198,587	3.25%	\$6,454	\$69,888	\$2,069	\$0	\$0	\$3,420,246	
Jun-12	\$3,992,250	\$508	5.94%	\$237,268	3.25%	\$7,711	\$76,877	\$2,069	\$0	\$0	\$4,079,415	
Jul-12	\$4,352,681	\$617	5.94%	\$258,693	3.25%	\$8,408	\$76,877	\$2,069	\$0	\$0	\$4,440,651	
Aug-12	\$5,096,474	\$616	5.94%	\$302,893	3.25%	\$9,844	\$76,877	\$2,069	\$0	\$0	\$5,185,879	
Sep-12	\$3,652,573	\$718	5.94%	\$217,096	3.25%	\$7,056	\$62,899	\$2,069	\$0	\$0	\$3,725,315	
Oct-12	<u>\$3,808,636</u>	<u>\$562</u>	5.94%	<u>\$226,360</u>	3.25%	<u>\$7,357</u>	<u>\$48,922</u>	<u>\$2,069</u>	<u>\$0</u>	<u>\$0</u>	<u>\$3,867,544</u>	
Total	\$24,243,926	\$3,544		\$1,440,898		\$46,829	\$412,339	\$12,413	\$0	\$0	\$24,719,051	

(1) Estimates based on monthly average wholesale rate times estimated monthly purchases.

**Unitil Energy Systems, Inc.
Typical Bill Impacts by Rate Component**

Residential Rate D 500 kWh Bill

<u>Rate Components</u>	<u>2/1/2012</u>	<u>5/1/2012</u>					<u>%</u>
	<u>Current Rate</u>	<u>As Revised</u>	<u>Difference</u>	<u>Current Bill*</u>	<u>As Revised Bill*</u>	<u>Difference</u>	<u>Difference to Total Bill</u>
Customer Charge	\$10.27	\$10.27	\$0.00	\$10.27	\$10.27	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge							
First 250 kWh	\$0.02750	\$0.02750	\$0.00000	\$6.88	\$6.88	\$0.00	0.0%
Excess 250 kWh	\$0.03250	\$0.03250	\$0.00000	\$8.13	\$8.13	\$0.00	0.0%
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	\$7.40	\$7.40	\$0.00	0.0%
Stranded Cost Charge	(\$0.00004)	(\$0.00004)	\$0.00000	(\$0.02)	(\$0.02)	\$0.00	0.0%
Storm Recovery Adj.	\$0.00096	\$0.00096	\$0.00000	\$0.48	\$0.48	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$1.65	\$1.65	\$0.00	0.0%
Default Service Charge	<u>\$0.08026</u>	<u>\$0.06847</u>	<u>(\$0.01179)</u>	<u>\$40.13</u>	<u>\$34.24</u>	<u>(\$5.90)</u>	<u>(7.9%)</u>
First 250 kWh	\$0.12677	\$0.11498	(\$0.01179)				
Excess 250 kWh	\$0.13177	\$0.11998	(\$0.01179)				
Total Bill				\$74.91	\$69.01	(\$5.90)	(7.9%)

* Impacts do not include the Electricity Consumption Tax.

Unitil Energy Systems, Inc.
Typical Bill Impacts by Rate Component

Regular General G2 Quick Recovery Water Heating and Space Heating 2,000 kWh Typical Bill							
	2/1/2012	5/1/2012					%
<u>Rate Components</u>	<u>Current Rate</u>	<u>As Revised</u>	<u>Difference</u>	<u>Current Bill*</u>	<u>As Revised Bill*</u>	<u>Difference</u>	<u>Difference to Total Bill</u>
Customer Charge	\$5.60	\$5.60	\$0.00	\$5.60	\$5.60	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge	\$0.02789	\$0.02789	\$0.00000	\$55.78	\$55.78	\$0.00	0.0%
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	\$29.58	\$29.58	\$0.00	0.0%
Stranded Cost Charge	(\$0.00004)	(\$0.00004)	\$0.00000	(\$0.08)	(\$0.08)	\$0.00	0.0%
Storm Recovery Adj.	\$0.00096	\$0.00096	\$0.00000	\$1.92	\$1.92	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$6.60	\$6.60	\$0.00	0.0%
Default Service Charge	<u>\$0.08026</u>	<u>\$0.06847</u>	<u>(\$0.01179)</u>	<u>\$160.52</u>	<u>\$136.94</u>	<u>(\$23.58)</u>	<u>(9.1%)</u>
Total	\$0.12716	\$0.11537	(\$0.01179)	\$254.32	\$230.74	(\$23.58)	(9.1%)
Total Bill				\$259.92	\$236.34	(\$23.58)	(9.1%)

Regular General G2 kWh Meter 125 kWh Typical Bill							
	2/1/2012	5/1/2012					%
<u>Rate Components</u>	<u>Current Rate</u>	<u>As Revised</u>	<u>Difference</u>	<u>Current Bill*</u>	<u>As Revised Bill*</u>	<u>Difference</u>	<u>Difference to Total Bill</u>
Customer Charge	\$12.50	\$12.50	\$0.00	\$12.50	\$12.50	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge	\$0.02910	\$0.02910	\$0.00000	\$3.64	\$3.64	\$0.00	0.0%
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	\$1.85	\$1.85	\$0.00	0.0%
Stranded Cost Charge	(\$0.00004)	(\$0.00004)	\$0.00000	(\$0.01)	(\$0.01)	\$0.00	0.0%
Storm Recovery Adj.	\$0.00096	\$0.00096	\$0.00000	\$0.12	\$0.12	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$0.41	\$0.41	\$0.00	0.0%
Default Service Charge	<u>\$0.08026</u>	<u>\$0.06847</u>	<u>(\$0.01179)</u>	<u>\$10.03</u>	<u>\$8.56</u>	<u>(\$1.47)</u>	<u>(5.2%)</u>
Total	\$0.12837	\$0.11658	(\$0.01179)	\$16.05	\$14.57	(\$1.47)	(5.2%)
Total Bill				\$28.55	\$27.07	(\$1.47)	(5.2%)

* Impacts do not include the Electricity Consumption Tax.

**Unitil Energy Systems, Inc.
Typical Bill Impacts by Rate Component**

Regular General G2 Demand, 10 kW, 3,000 kWh Typical Bill							
<u>Rate Components</u>	<u>2/1/2012</u>	<u>5/1/2012</u>	<u>Difference</u>	<u>Current Bill*</u>	<u>As Revised Bill*</u>	<u>Difference</u>	<u>%</u>
	<u>Current Rate</u>	<u>As Revised</u>					<u>Difference to</u>
							<u>Total Bill</u>
Customer Charge	\$16.50	\$16.50	\$0.00	\$16.50	\$16.50	\$0.00	0.0%
	<u>All kW</u>	<u>All kW</u>					
Distribution Charge	\$9.24	\$9.24	\$0.00	\$92.40	\$92.40	\$0.00	0.0%
Stranded Cost Charge	<u>(\$0.01)</u>	<u>(\$0.01)</u>	<u>\$0.00</u>	<u>(\$0.10)</u>	<u>(\$0.10)</u>	<u>\$0.00</u>	<u>0.0%</u>
Total	\$9.23	\$9.23	\$0.00	\$92.30	\$92.30	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge	\$0.00034	\$0.00034	\$0.00000	\$1.02	\$1.02	\$0.00	0.0%
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	\$44.37	\$44.37	\$0.00	0.0%
Stranded Cost Charge	<u>(\$0.00001)</u>	<u>(\$0.00001)</u>	<u>\$0.00000</u>	<u>(\$0.03)</u>	<u>(\$0.03)</u>	<u>\$0.00</u>	<u>0.0%</u>
Storm Recovery Adj.	\$0.00096	\$0.00096	\$0.00000	\$2.88	\$2.88	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$9.90	\$9.90	\$0.00	0.0%
Default Service Charge	<u>\$0.08026</u>	<u>\$0.06847</u>	<u>(\$0.01179)</u>	<u>\$240.78</u>	<u>\$205.41</u>	<u>(\$35.37)</u>	<u>(8.7%)</u>
Total	\$0.09964	\$0.08785	(\$0.01179)	\$298.92	\$263.55	(\$35.37)	(8.7%)
Total Bill				\$407.72	\$372.35	(\$35.37)	(8.7%)

Large General - G1 550 kVa, 200,000 kWh Typical Bill							
<u>Rate Components</u>	<u>2/1/2012</u>	<u>5/1/2012</u>	<u>Difference</u>	<u>Current Bill*</u>	<u>As Revised Bill*</u>	<u>Difference</u>	<u>%</u>
	<u>Current Rate</u>	<u>As Revised</u>					<u>Difference to</u>
							<u>Total Bill</u>
Customer Charge	\$87.09	\$87.09	\$0.00	\$87.09	\$87.09	\$0.00	0.0%
	<u>All kVa</u>	<u>All kVa</u>					
Distribution Charge	\$6.25	\$6.25	\$0.00	\$3,437.50	\$3,437.50	\$0.00	0.0%
Stranded Cost Charge	<u>(\$0.01)</u>	<u>(\$0.01)</u>	<u>\$0.00</u>	<u>(\$5.50)</u>	<u>(\$5.50)</u>	<u>\$0.00</u>	<u>0.0%</u>
Total	\$6.24	\$6.24	\$0.00	\$3,432.00	\$3,432.00	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge	\$0.00034	\$0.00034	\$0.00000	\$68.00	\$68.00	\$0.00	0.0%
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	\$2,958.00	\$2,958.00	\$0.00	0.0%
Stranded Cost Charge	<u>(\$0.00001)</u>	<u>(\$0.00001)</u>	<u>\$0.00000</u>	<u>(\$2.00)</u>	<u>(\$2.00)</u>	<u>\$0.00</u>	<u>0.0%</u>
Storm Recovery Adj.	\$0.00096	\$0.00096	\$0.00000	\$192.00	\$192.00	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$660.00	\$660.00	\$0.00	0.0%
Default Service Charge	<u>\$0.06723</u>	<u>\$0.04308</u>	<u>(\$0.02415)</u>	<u>\$13,446.00</u>	<u>\$8,616.00</u>	<u>(\$4,830.00)</u>	<u>(23.2%)</u>
Total	\$0.08661	\$0.06246	(\$0.02415)	\$17,322.00	\$12,492.00	(\$4,830.00)	(23.2%)
Total Bill				\$20,841.09	\$16,011.09	(\$4,830.00)	(23.2%)

* Impacts do not include the Electricity Consumption Tax.

Unitil Energy Systems, Inc.
Typical Bill Impacts for Residential Rate Class based on Mean and Median Usage

Residential Rate D 648 kWh Bill - Mean Use*

	2/1/2012	5/1/2012					%
<u>Rate Components</u>	<u>Current Rate</u>	<u>As Revised</u>	<u>Difference</u>	<u>Current Bill**</u>	<u>As Revised Bill**</u>	<u>Difference</u>	<u>Difference to Total Bill</u>
Customer Charge	\$10.27	\$10.27	\$0.00	\$10.27	\$10.27	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge							
First 250 kWh	\$0.02750	\$0.02750	\$0.00000	\$6.88	\$6.88	\$0.00	0.0%
Excess 250 kWh	\$0.03250	\$0.03250	\$0.00000	\$12.94	\$12.94	\$0.00	0.0%
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	\$9.58	\$9.58	\$0.00	0.0%
Stranded Cost Charge	(\$0.00004)	(\$0.00004)	\$0.00000	(\$0.03)	(\$0.03)	\$0.00	0.0%
Storm Recovery Adj.	\$0.00096	\$0.00096	\$0.00000	\$0.62	\$0.62	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$2.14	\$2.14	\$0.00	0.0%
Default Service Charge	<u>\$0.08026</u>	<u>\$0.06847</u>	<u>(\$0.01179)</u>	<u>\$52.01</u>	<u>\$44.37</u>	<u>(\$7.64)</u>	<u>(8.1%)</u>
First 250 kWh	\$0.12677	\$0.11498	(\$0.01179)				
Excess 250 kWh	\$0.13177	\$0.11998	(\$0.01179)				
Total Bill				\$94.41	\$86.77	(\$7.64)	(8.1%)

Residential Rate D 543 kWh Bill - Median Use*

	2/1/2012	5/1/2012					%
<u>Rate Components</u>	<u>Current Rate</u>	<u>As Revised</u>	<u>Difference</u>	<u>Current Bill**</u>	<u>As Revised Bill**</u>	<u>Difference</u>	<u>Difference to Total Bill</u>
Customer Charge	\$10.27	\$10.27	\$0.00	\$10.27	\$10.27	\$0.00	0.0%
	<u>\$/kWh</u>	<u>\$/kWh</u>					
Distribution Charge							
First 250 kWh	\$0.02750	\$0.02750	\$0.00000	\$6.88	\$6.88	\$0.00	0.0%
Excess 250 kWh	\$0.03250	\$0.03250	\$0.00000	\$9.52	\$9.52	\$0.00	0.0%
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	\$8.03	\$8.03	\$0.00	0.0%
Stranded Cost Charge	(\$0.00004)	(\$0.00004)	\$0.00000	(\$0.02)	(\$0.02)	\$0.00	0.0%
Storm Recovery Adj.	\$0.00096	\$0.00096	\$0.00000	\$0.52	\$0.52	\$0.00	0.0%
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	\$1.79	\$1.79	\$0.00	0.0%
Default Service Charge	<u>\$0.08026</u>	<u>\$0.06847</u>	<u>(\$0.01179)</u>	<u>\$43.58</u>	<u>\$37.18</u>	<u>(\$6.40)</u>	<u>(7.9%)</u>
First 250 kWh	\$0.12677	\$0.11498	(\$0.01179)				
Excess 250 kWh	\$0.13177	\$0.11998	(\$0.01179)				
Total Bill				\$80.57	\$74.17	(\$6.40)	(7.9%)

* Based on billing period March 2011 through February 2012.

** Impacts do not include the Electricity Consumption Tax.

Unitil Energy Systems, Inc.
Average Class Bill Impacts
Due to Proposed Default Service Rate Changes Effective May 1, 2012

(A) <u>Class of Service</u>	(B) <u>Annual Number of Customers (luminaires for Outdoor Lighting)</u>	(C) <u>Annual kWh Sales</u>	(D) <u>Annual kW / kVA Sales</u>	(E) <u>Proposed DSC Change \$</u>	(F) <u>Estimated Annual Revenue \$ Under Present Rates</u>	(G) <u>Estimated Annual Revenue \$ Under Proposed Rates</u>	(H) <u>Proposed Net Change Revenue \$</u>	(I) <u>% Change DSC Revenue</u>
Residential	763,694	480,638,599	n/a	(\$5,666,729)	\$70,312,841	\$64,646,112	(\$5,666,729)	(8.1%)
General Service	129,249	340,275,469	1,301,458	(\$4,011,848)	\$48,154,827	\$44,142,979	(\$4,011,848)	(8.3%)
Large General Service	1,814	347,650,754	989,158	(\$8,395,766)	\$36,265,225	\$27,869,459	(\$8,395,766)	(23.2%)
Outdoor Lighting	115,819	8,988,739	n/a	(\$105,977)	\$2,453,856	\$2,347,879	(\$105,977)	(4.3%)
Total	1,010,576	1,177,553,561		(\$18,180,320)	\$157,186,749	\$139,006,429	(\$18,180,320)	(11.6%)

(B), (C), (D) Test year billing determinants in DE 10-055.

(E) Difference in proposed rate and current rate, times the billing determinants shown in Column (C). The proposed and current DSC for the G1 class used in this analysis are based on the average of the DSC for each 3-month period.

(F) Based on current rates times billing determinants shown in Columns (B), (C) and (D).

(G) Sum of Columns (E) and (F)

(H) Column (G) minus Column (F)

(I) Column (H) divided by Column (F)

Unitil Energy Systems, Inc.
Typical Bill Impacts - February 1, 2012 versus May 1, 2012
Impacts do NOT include the Electricity Consumption Tax
Impact on D Rate Customers

<u>Average kWh</u>	<u>Total Bill Using Rates 2/1/2012</u>	<u>Total Bill Using Rates 5/1/2012</u>	<u>Total Difference</u>	<u>% Total Difference</u>
125	\$26.12	\$24.64	(\$1.47)	(5.6%)
250	\$41.96	\$39.02	(\$2.95)	(7.0%)
500	\$74.91	\$69.01	(\$5.90)	(7.9%)
600	\$88.08	\$81.01	(\$7.07)	(8.0%)
750	\$107.85	\$99.01	(\$8.84)	(8.2%)
1,000	\$140.79	\$129.00	(\$11.79)	(8.4%)
1,250	\$173.73	\$159.00	(\$14.74)	(8.5%)
1,500	\$206.68	\$188.99	(\$17.69)	(8.6%)
2,000	\$272.56	\$248.98	(\$23.58)	(8.7%)
3,500	\$470.22	\$428.95	(\$41.27)	(8.8%)
5,000	\$667.87	\$608.92	(\$58.95)	(8.8%)

	<u>Rates - Effective February 1, 2012</u>	<u>Rates - Proposed May 1, 2012</u>	<u>Difference</u>
Customer Charge	\$10.27	\$10.27	\$0.00
	<u>kWh</u>	<u>kWh</u>	<u>kWh</u>
Distribution Charge: First 250 kWh	\$0.02750	\$0.02750	\$0.00000
Excess 250 kWh	\$0.03250	\$0.03250	\$0.00000
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000
Stranded Cost Charge	(\$0.00004)	(\$0.00004)	\$0.00000
Storm Recovery Adjustment Factor	\$0.00096	\$0.00096	\$0.00000
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000
Default Service Charge	<u>\$0.08026</u>	<u>\$0.06847</u>	<u>(\$0.01179)</u>
TOTAL First 250 kWh	\$0.12677	\$0.11498	(\$0.01179)
Excess 250 kWh	\$0.13177	\$0.11998	(\$0.01179)

Unitil Energy Systems, Inc. Typical Bill Impacts - February 1, 2012 versus May 1, 2012 Impacts do NOT include the Electricity Consumption Tax Impact on G2 Rate Customers						
<u>Load Factor</u>	<u>Average Monthly kW</u>	<u>Average Monthly kWh</u>	<u>Total Bill Using Rates 2/1/2012</u>	<u>Total Bill Using Rates 5/1/2012</u>	<u>Total Difference</u>	<u>% Total Difference</u>
20%	5	730	\$135.39	\$126.78	(\$8.61)	(6.4%)
20%	10	1,460	\$254.27	\$237.06	(\$17.21)	(6.8%)
20%	15	2,190	\$373.16	\$347.34	(\$25.82)	(6.9%)
20%	25	3,650	\$610.94	\$567.90	(\$43.03)	(7.0%)
20%	50	7,300	\$1,205.37	\$1,119.31	(\$86.07)	(7.1%)
20%	75	10,950	\$1,799.81	\$1,670.71	(\$129.10)	(7.2%)
20%	100	14,600	\$2,394.24	\$2,222.11	(\$172.13)	(7.2%)
20%	150	21,900	\$3,583.12	\$3,324.92	(\$258.20)	(7.2%)
36%	5	1,314	\$193.58	\$178.08	(\$15.49)	(8.0%)
36%	10	2,628	\$370.65	\$339.67	(\$30.98)	(8.4%)
36%	15	3,942	\$547.73	\$501.25	(\$46.48)	(8.5%)
36%	25	6,570	\$901.88	\$824.42	(\$77.46)	(8.6%)
36%	50	13,140	\$1,787.27	\$1,632.35	(\$154.92)	(8.7%)
36%	75	19,710	\$2,672.65	\$2,440.27	(\$232.38)	(8.7%)
36%	100	26,280	\$3,558.04	\$3,248.20	(\$309.84)	(8.7%)
36%	150	39,420	\$5,328.81	\$4,864.05	(\$464.76)	(8.7%)
50%	5	1,825	\$244.49	\$222.98	(\$21.52)	(8.8%)
50%	10	3,650	\$472.49	\$429.45	(\$43.03)	(9.1%)
50%	15	5,475	\$700.48	\$635.93	(\$64.55)	(9.2%)
50%	25	9,125	\$1,156.47	\$1,048.88	(\$107.58)	(9.3%)
50%	50	18,250	\$2,296.43	\$2,081.26	(\$215.17)	(9.4%)
50%	75	27,375	\$3,436.40	\$3,113.64	(\$322.75)	(9.4%)
50%	100	36,500	\$4,576.36	\$4,146.03	(\$430.34)	(9.4%)
50%	150	54,750	\$6,856.29	\$6,210.79	(\$645.50)	(9.4%)

	<u>Rates - Effective February 1, 2012</u>	<u>Rates - Proposed May 1, 2012</u>	<u>Difference</u>
Customer Charge	\$16.50	\$16.50	\$0.00
	<u>All kW</u>	<u>All kW</u>	<u>All kW</u>
Distribution Charge	\$9.24	\$9.24	\$0.00
Stranded Cost Charge	(\$0.01)	(\$0.01)	\$0.00
TOTAL	\$9.23	\$9.23	\$0.00
	<u>kWh</u>	<u>kWh</u>	<u>kWh</u>
Distribution Charge	\$0.00034	\$0.00034	\$0.00000
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000
Stranded Cost Charge	(\$0.00001)	(\$0.00001)	\$0.00000
Storm Recovery Adj. Factor	\$0.00096	\$0.00096	\$0.00000
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000
Default Service Charge	\$0.08026	\$0.06847	(\$0.01179)
TOTAL	\$0.09964	\$0.08785	(\$0.01179)

Unitil Energy Systems, Inc. Typical Bill Impacts - February 1, 2012 versus May 1, 2012 Impacts do NOT include the Electricity Consumption Tax Impact on G2 kWh Meter Rate Customers				
Average Monthly kWh	Total Bill Using Rates 2/1/2012	Total Bill Using Rates 5/1/2012	Total Difference	% Total Difference
15	\$14.43	\$14.25	(\$0.18)	(1.2%)
75	\$22.13	\$21.24	(\$0.88)	(4.0%)
150	\$31.76	\$29.99	(\$1.77)	(5.6%)
250	\$44.59	\$41.65	(\$2.95)	(6.6%)
350	\$57.43	\$53.30	(\$4.13)	(7.2%)
450	\$70.27	\$64.96	(\$5.31)	(7.6%)
550	\$83.10	\$76.62	(\$6.48)	(7.8%)
650	\$95.94	\$88.28	(\$7.66)	(8.0%)
750	\$108.78	\$99.94	(\$8.84)	(8.1%)
900	\$128.03	\$117.42	(\$10.61)	(8.3%)
	Rates - Effective February 1, 2012	Rates - Proposed May 1, 2012	Difference	
kWh Meter Customer Charge	\$12.50	\$12.50	\$0.00	
	All kWh	All kWh	All kWh	
Distribution Charge	\$0.02910	\$0.02910	\$0.00000	
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000	
Stranded Cost Charge	(\$0.00004)	(\$0.00004)	\$0.00000	
Storm Recovery Adjustment Factor	\$0.00096	\$0.00096	\$0.00000	
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000	
Default Service Charge	<u>\$0.08026</u>	<u>\$0.06847</u>	<u>(\$0.01179)</u>	
TOTAL	\$0.12837	\$0.11658	(\$0.01179)	

Unitil Energy Systems, Inc. Typical Bill Impacts - February 1, 2012 versus May 1, 2012 Impacts do NOT include the Electricity Consumption Tax Impact on G2 QRWH and SH Rate Customers				
Average kWh	Total Bill Using Rates 2/1/2012	Total Bill Using Rates 5/1/2012	Total Difference	% Total Difference
100	\$18.32	\$17.14	(\$1.18)	(6.4%)
200	\$31.03	\$28.67	(\$2.36)	(7.6%)
300	\$43.75	\$40.21	(\$3.54)	(8.1%)
400	\$56.46	\$51.75	(\$4.72)	(8.4%)
500	\$69.18	\$63.29	(\$5.89)	(8.5%)
750	\$100.97	\$92.13	(\$8.84)	(8.8%)
1,000	\$132.76	\$120.97	(\$11.79)	(8.9%)
1,500	\$196.34	\$178.66	(\$17.69)	(9.0%)
2,000	\$259.92	\$236.34	(\$23.58)	(9.1%)
2,500	\$323.50	\$294.03	(\$29.48)	(9.1%)
		Rates - Effective February 1, 2012	Rates - Proposed May 1, 2012	Difference
Customer Charge		\$5.60	\$5.60	\$0.00
		All kWh	All kWh	All kWh
Distribution Charge		\$0.02789	\$0.02789	\$0.00000
External Delivery Charge		\$0.01479	\$0.01479	\$0.00000
Stranded Cost Charge		(\$0.00004)	(\$0.00004)	\$0.00000
Storm Recovery Adjustment Factor		\$0.00096	\$0.00096	\$0.00000
System Benefits Charge		\$0.00330	\$0.00330	\$0.00000
Default Service Charge		<u>\$0.08026</u>	<u>\$0.06847</u>	<u>(\$0.01179)</u>
TOTAL		\$0.12716	\$0.11537	(\$0.01179)

Unitil Energy Systems, Inc. Typical Bill Impacts - February 1, 2012 versus May 1, 2012 Impacts do NOT include the Electricity Consumption Tax Impact on G1 Rate Customers						
Load Factor	Average Monthly kVa	Average Monthly kWh	Total Bill Using Rates 2/1/2012	Total Bill Using Rates 5/1/2012	Total Difference	% Total Difference
25.0%	200	36,500	\$4,496.36	\$3,614.88	(\$881.47)	(19.6%)
25.0%	400	73,000	\$8,905.62	\$7,142.67	(\$1,762.95)	(19.8%)
25.0%	600	109,500	\$13,314.89	\$10,670.46	(\$2,644.43)	(19.9%)
25.0%	800	146,000	\$17,724.15	\$14,198.25	(\$3,525.90)	(19.9%)
25.0%	1,000	182,500	\$22,133.42	\$17,726.04	(\$4,407.38)	(19.9%)
25.0%	1,500	273,750	\$33,156.58	\$26,545.52	(\$6,611.06)	(19.9%)
25.0%	2,000	365,000	\$44,179.74	\$35,364.99	(\$8,814.75)	(20.0%)
25.0%	2,500	456,250	\$55,202.90	\$44,184.47	(\$11,018.44)	(20.0%)
25.0%	3,000	547,500	\$66,226.07	\$53,003.94	(\$13,222.13)	(20.0%)
40.0%	200	58,400	\$6,393.11	\$4,982.75	(\$1,410.36)	(22.1%)
40.0%	400	116,800	\$12,699.14	\$9,878.42	(\$2,820.72)	(22.2%)
40.0%	600	175,200	\$19,005.16	\$14,774.08	(\$4,231.08)	(22.3%)
40.0%	800	233,600	\$25,311.19	\$19,669.75	(\$5,641.44)	(22.3%)
40.0%	1,000	292,000	\$31,617.21	\$24,565.41	(\$7,051.80)	(22.3%)
40.0%	1,500	438,000	\$47,382.27	\$36,804.57	(\$10,577.70)	(22.3%)
40.0%	2,000	584,000	\$63,147.33	\$49,043.73	(\$14,103.60)	(22.3%)
40.0%	2,500	730,000	\$78,912.39	\$61,282.89	(\$17,629.50)	(22.3%)
40.0%	3,000	876,000	\$94,677.45	\$73,522.05	(\$21,155.40)	(22.3%)
57.0%	200	83,220	\$8,542.77	\$6,533.01	(\$2,009.76)	(23.5%)
57.0%	400	166,440	\$16,998.46	\$12,978.93	(\$4,019.53)	(23.6%)
57.0%	600	249,660	\$25,454.14	\$19,424.85	(\$6,029.29)	(23.7%)
57.0%	800	332,880	\$33,909.83	\$25,870.77	(\$8,039.05)	(23.7%)
57.0%	1,000	416,100	\$42,365.51	\$32,316.70	(\$10,048.82)	(23.7%)
57.0%	1,500	624,150	\$63,504.72	\$48,431.50	(\$15,073.22)	(23.7%)
57.0%	2,000	832,200	\$84,643.93	\$64,546.30	(\$20,097.63)	(23.7%)
57.0%	2,500	1,040,250	\$105,783.14	\$80,661.11	(\$25,122.04)	(23.7%)
57.0%	3,000	1,248,300	\$126,922.35	\$96,775.91	(\$30,146.45)	(23.8%)
71.0%	200	103,660	\$10,313.08	\$7,809.69	(\$2,503.39)	(24.3%)
71.0%	400	207,320	\$20,539.08	\$15,532.30	(\$5,006.78)	(24.4%)
71.0%	600	310,980	\$30,765.07	\$23,254.90	(\$7,510.17)	(24.4%)
71.0%	800	414,640	\$40,991.06	\$30,977.50	(\$10,013.56)	(24.4%)
71.0%	1,000	518,300	\$51,217.05	\$38,700.11	(\$12,516.95)	(24.4%)
71.0%	1,500	777,450	\$76,782.03	\$58,006.62	(\$18,775.42)	(24.5%)
71.0%	2,000	1,036,600	\$102,347.02	\$77,313.13	(\$25,033.89)	(24.5%)
71.0%	2,500	1,295,750	\$127,912.00	\$96,619.64	(\$31,292.36)	(24.5%)
71.0%	3,000	1,554,900	\$153,476.98	\$115,926.14	(\$37,550.84)	(24.5%)

	Rates - Effective February 1, 2012	Rates - Proposed May 1, 2012	Difference
Customer Charge	\$87.09	\$87.09	\$0.00
	<u>All kVA</u>	<u>All kVA</u>	<u>All kVA</u>
Distribution Charge	\$6.25	\$6.25	\$0.00
Stranded Cost Charge	(\$0.01)	(\$0.01)	\$0.00
TOTAL	\$6.24	\$6.24	\$0.00
	<u>All kWh</u>	<u>All kWh</u>	<u>All kWh</u>
Distribution Charge	\$0.00034	\$0.00034	\$0.00000
External Delivery Charge	\$0.01479	\$0.01479	\$0.00000
Stranded Cost Charge	(\$0.00001)	(\$0.00001)	\$0.00000
Storm Recovery Adjustment Factor	\$0.00096	\$0.00096	\$0.00000
System Benefits Charge	\$0.00330	\$0.00330	\$0.00000
Default Service Charge*	<u>\$0.06723</u>	<u>\$0.04308</u>	<u>(\$0.02415)</u>
TOTAL	\$0.08661	\$0.06246	(\$0.02415)

* Default Service Charges shown are based on the average of the DSC for each 3-month period.

Unitil Energy Systems, Inc. Typical Bill Impacts - February 1, 2012 versus May 1, 2012 Impacts do NOT include the Electricity Consumption Tax Impact on OL Rate Customers*								
	Nominal Watts	Lumens	Type	Average Monthly kWh	Total Bill Using Rates 2/1/2012	Total Bill Using Rates 5/1/2012	Total Difference	% Total Difference
<u>Mercury Vapor:</u>								
1	100	3,500	ST	40	\$14.09	\$13.62	(\$0.47)	(3.3%)
2	175	7,000	ST	67	\$18.91	\$18.12	(\$0.79)	(4.2%)
3	250	11,000	ST	95	\$23.51	\$22.39	(\$1.12)	(4.8%)
4	400	20,000	ST	154	\$32.32	\$30.50	(\$1.82)	(5.6%)
5	1,000	60,000	ST	388	\$73.66	\$69.08	(\$4.57)	(6.2%)
6	250	11,000	FL	95	\$24.51	\$23.39	(\$1.12)	(4.6%)
7	400	20,000	FL	154	\$33.61	\$31.79	(\$1.82)	(5.4%)
8	1,000	60,000	FL	388	\$69.79	\$65.21	(\$4.57)	(6.6%)
9	100	3,500	PB	40	\$14.20	\$13.73	(\$0.47)	(3.3%)
10	175	7,000	PB	67	\$18.15	\$17.36	(\$0.79)	(4.4%)
<u>High Pressure Sodium:</u>								
11	50	4,000	ST	21	\$12.41	\$12.16	(\$0.25)	(2.0%)
12	100	9,500	ST	43	\$16.06	\$15.56	(\$0.51)	(3.2%)
13	150	16,000	ST	60	\$17.81	\$17.10	(\$0.71)	(4.0%)
14	250	30,000	ST	101	\$25.22	\$24.03	(\$1.19)	(4.7%)
15	400	50,000	ST	161	\$35.49	\$33.59	(\$1.90)	(5.3%)
16	1,000	140,000	ST	398	\$74.20	\$69.51	(\$4.69)	(6.3%)
17	150	16,000	FL	60	\$19.82	\$19.11	(\$0.71)	(3.6%)
18	250	30,000	FL	101	\$26.62	\$25.43	(\$1.19)	(4.5%)
19	400	50,000	FL	161	\$35.03	\$33.13	(\$1.90)	(5.4%)
20	1,000	140,000	FL	398	\$74.51	\$69.82	(\$4.69)	(6.3%)
21	50	4,000	PB	21	\$11.54	\$11.29	(\$0.25)	(2.1%)
22	100	9,500	PB	43	\$15.05	\$14.55	(\$0.51)	(3.4%)
<u>Metal Halide:</u>								
23	175	8,800	ST	66	\$22.39	\$21.62	(\$0.78)	(3.5%)
24	250	13,500	ST	92	\$26.48	\$25.40	(\$1.08)	(4.1%)
25	400	23,500	ST	148	\$32.75	\$31.01	(\$1.74)	(5.3%)
26	175	8,800	FL	66	\$25.05	\$24.28	(\$0.78)	(3.1%)
27	250	13,500	FL	92	\$29.22	\$28.14	(\$1.08)	(3.7%)
28	400	23,500	FL	148	\$34.84	\$33.10	(\$1.74)	(5.0%)
29	175	8,800	PB	66	\$21.29	\$20.52	(\$0.78)	(3.7%)
30	250	13,500	PB	92	\$24.89	\$23.81	(\$1.08)	(4.4%)
31	400	23,500	PB	148	\$31.65	\$29.91	(\$1.74)	(5.5%)
<u>Luminaire Charges For Year Round Service:</u>								
Rates - Effective February 1, 2012								
		Mercury Vapor Rate/Mo.		Sodium Vapor Rate/Mo.		Metal Halide Rate/Mo.		
Customer Charge	\$0.00	1	\$10.11	11	\$10.32	23	\$15.82	
		2	\$12.24	12	\$11.78	24	\$17.32	
	<u>All kWh</u>	3	\$14.05	13	\$11.83	25	\$18.01	
Distribution Charge	\$0.00034	4	\$16.98	14	\$15.16	26	\$18.48	
External Delivery Charge	\$0.01479	5	\$35.01	15	\$19.45	27	\$20.06	
Stranded Cost Charge	(\$0.00004)	6	\$15.05	16	\$34.56	28	\$20.10	
Storm Recovery Adj. Factor	\$0.00096	7	\$18.27	17	\$13.84	29	\$14.72	
System Benefits Charge	\$0.00330	8	\$31.14	18	\$16.56	30	\$15.73	
Default Service Charge	<u>\$0.08026</u>	9	\$10.22	19	\$18.99	31	\$16.91	
		10	\$11.48	20	\$34.87			
TOTAL	\$0.09961			21	\$9.45			
				22	\$10.77			
Rates - Proposed May 1, 2012								
		Mercury Vapor Rate/Mo.		Sodium Vapor Rate/Mo.		Metal Halide Rate/Mo.		
Customer Charge	\$0.00	1	\$10.11	11	\$10.32	23	\$15.82	
		2	\$12.24	12	\$11.78	24	\$17.32	
	<u>All kWh</u>	3	\$14.05	13	\$11.83	25	\$18.01	
Distribution Charge	\$0.00034	4	\$16.98	14	\$15.16	26	\$18.48	
External Delivery Charge	\$0.01479	5	\$35.01	15	\$19.45	27	\$20.06	
Stranded Cost Charge	(\$0.00004)	6	\$15.05	16	\$34.56	28	\$20.10	
Storm Recovery Adj. Factor	\$0.00096	7	\$18.27	17	\$13.84	29	\$14.72	
System Benefits Charge	\$0.00330	8	\$31.14	18	\$16.56	30	\$15.73	
Default Service Charge	<u>\$0.06847</u>	9	\$10.22	19	\$18.99	31	\$16.91	
		10	\$11.48	20	\$34.87			
TOTAL	\$0.08782			21	\$9.45			
				22	\$10.77			
Difference								
	Difference	Mercury Vapor-Difference		Sodium Vapor-Difference		Metal Halide-Difference		
Customer Charge	\$0.00	1	\$0.00	11	\$0.00	23	\$0.00	
		2	\$0.00	12	\$0.00	24	\$0.00	
	<u>All kWh</u>	3	\$0.00	13	\$0.00	25	\$0.00	
Distribution Charge	\$0.00000	4	\$0.00	14	\$0.00	26	\$0.00	
External Delivery Charge	\$0.00000	5	\$0.00	15	\$0.00	27	\$0.00	
Stranded Cost Charge	\$0.00000	6	\$0.00	16	\$0.00	28	\$0.00	
Storm Recovery Adj. Factor	\$0.00000	7	\$0.00	17	\$0.00	29	\$0.00	
System Benefits Charge	\$0.00000	8	\$0.00	18	\$0.00	30	\$0.00	
Default Service Charge	<u>(\$0.01179)</u>	9	\$0.00	19	\$0.00	31	\$0.00	
		10	\$0.00	20	\$0.00			
TOTAL	(\$0.01179)			21	\$0.00			
				22	\$0.00			

* Luminaire charges based on All-Night Service option.