



2013-2014 CORE Energy Efficiency Plan

NH PUC Docket No. DE 12-262

2013 Electric Annual Report

REVISED

October 1, 2014

Program Cost-Effectiveness - 2013 ACTUAL

	Total Resource Benefit/Cost Ratio (1)	PRESENT VALUE (2013 \$'s)				Annual MWh Savings	Lifetime MWh Savings	Winter kW Savings	Summer kW Savings	Number of Customers Served
		Utility		Performance Incentive (\$000)	Customer Costs (\$000)					
		Benefits (\$000)	Implementation Costs (\$000)							
Residential Programs			Note 3	Note 3, 4						
ENERGY STAR Homes	1.3	\$ 97.2	\$ 54.4	\$ 2.6	\$ 16.5	51.9	1,251	45.2	3.5	2
Home Performance with Energy Star	1.9	\$ 612.5	\$ 193.1	\$ 9.2	\$ 121.0	21.4	255	1.4	0.6	41
ENERGY STAR Lighting	1.9	\$ 403.8	\$ 173.8	\$ 8.3	\$ 34.0	842.7	6,107	455.4	121.0	53,540 (2)
ENERGY STAR Appliances	2.3	\$ 1,562.6	\$ 291.7	\$ 13.8	\$ 367.3	305.2	3,227	(16.1)	60.5	2,805 (2)
Home Energy Assistance	1.1	\$ 440.8	\$ 373.2	\$ 17.7	\$ -	132.2	1,743	8.2	7.3	48
Res/K-12 Education	-	\$ -	\$ 19.8	\$ 0.9	\$ -	-	-	-	-	-
ISO-Related Expenses Res/LI	-	\$ -	\$ 7.3	\$ 0.3	\$ -	-	-	-	-	-
Subtotal Residential	1.8	\$ 3,116.8	\$ 1,113.3	\$ 52.8	\$ 538.8	1,353.4	12,584	494.1	192.9	56,436
Commercial/Industrial Programs										
Large Business	1.4	\$ 3,024.1	\$ 723.7	\$ 61.0	\$ 1,374.5	2,713.3	35,755.0	337.2	500.6	16
Small Business	1.5	\$ 1,396.3	\$ 412.0	\$ 34.7	\$ 476.8	1,153.3	14,993.4	168.7	323.2	64
C&I Education	-	\$ -	\$ 2.9	\$ 0.2	\$ -	-	-	-	-	-
ISO-Related Expenses C&I	-	\$ -	\$ 15.5	\$ 1.3	\$ -	-	-	-	-	-
Subtotal C&I	1.4	4,420.5	1,154.1	97.2	1,851.3	3,866.6	50,748	505.9	823.8	80
Total	1.6	\$ 7,537.3	\$ 2,267.4	\$ 150.1	\$ 2,390.1	5,220.0	63,332	1,000.0	1,016.7	56,516

- Notes:
- (1) Total Resource Cost Ratio = PV Benefits ÷ (PV Implementation Costs + PV Performance Incentives + PV Customer Costs)
 - (2) Number of products purchased.
 - (3) 6/24/14 REVISED: Removed revolving loan expenses from actual implementation costs and performance incentive calculation. See Page 3.
 - (4) 6/19/14 REVISION - HPwES electric-only calculation: The rebates associated with the electric-only measures, \$4,449 were inadvertently excluded from the PI calculation originally filed. This amendment properly includes those expenses. See Page 3.

Present Value Benefits - 2013 ACTUALS

	Total Benefits (\$000)	CAPACITY				ENERGY				Non Electric Resource
		Summer Generation	Winter Generation	Transmission	Distribution	Winter Peak	Winter Off Peak	Summer Peak	Summer Off Peak	
Residential Programs										
ENERGY STAR Homes	\$97,167	\$6,366	\$0	\$1,156	\$3,693	\$61,118	\$23,123	\$974	\$670	\$67
Home Performance with Energy Star	\$612,476	\$248	\$0	\$54	\$172	\$5,701	\$7,868	\$914	\$1,092	\$596,427
ENERGY STAR Lighting	\$403,783	\$38,453	\$0	\$972	\$3,107	\$104,966	\$135,663	\$54,265	\$66,357	\$0
ENERGY STAR Appliances	\$1,562,597	\$33,138	\$0	\$8,899	\$28,432	\$81,770	\$27,990	\$57,050	\$33,603	\$1,291,714
Home Energy Assistance	\$440,822	\$4,337	\$0	\$1,263	\$4,034	\$38,972	\$49,155	\$9,067	\$9,337	\$324,658
Subtotal Residential	\$3,116,845	\$82,542	\$0	\$12,344	\$39,438	\$292,528	\$243,799	\$122,269	\$111,060	\$2,212,865
Commercial/Industrial Programs										
Large Business	\$3,024,148	\$387,007	\$0	\$83,270	\$242,038	\$834,447	\$586,840	\$495,523	\$322,752	\$72,271
Small Business	\$1,396,304	\$243,871	\$0	\$51,029	\$163,040	\$361,484	\$249,554	\$201,359	\$125,967	\$0
Subtotal C&I	\$4,420,452	\$630,878	\$0	\$134,300	\$405,078	\$1,195,931	\$836,394	\$696,882	\$448,718	\$72,271
Total	\$7,537,297	\$713,421	\$0	\$146,643	\$444,516	\$1,488,459	\$1,080,192	\$819,151	\$559,778	\$2,285,136

**Performance Incentive Calculation
 2013**

	Planned	Actual
Commercial/Industrial Incentive		
1. Benefit/Cost Ratio	1.4	1.4
2. Threshold Benefit / Cost Ratio ¹	1.0	
3. Lifetime kWh Savings	47,591,310	50,748,436
4. Threshold Lifetime kWh Savings (65%) ^{2, 5}	30,934,351	
5. Budget / Actual Costs Excluding PI ³	\$1,321,664	\$1,168,288
6. Benefit / Cost Percentage of Budget	4.00%	
7. Lifetime kWh Percentage of Budget	4.00%	
8. C/I Performance Incentive ³	\$119,230	\$97,756
9. Cap (12%)	\$158,600	
Residential Incentive		
10. Benefit / Cost Ratio	2.8	1.8
11. Threshold Benefit / Cost Ratio ¹	1.0	
12. Lifetime kWh Savings	19,153,042	12,583,693
13. Threshold Lifetime kWh Savings (65%) ²	12,449,477	
14. Budget / Actual Costs Excluding PI ^{3, 4, 5}	\$1,293,855	\$1,013,841
15. Benefit / Cost Percentage of Budget	4.00%	
16. Lifetime kWh Percentage of Budget	4.00%	
17. Residential Performance Incentive ³	\$118,116	\$53,132
18. Cap (12%)	\$155,263	
19. TOTAL PLANNED / EARNED INCENTIVE	\$237,346	\$150,888

Notes

1. Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.
2. Actual Lifetime kWh Savings for each sector must be greater than or equal to 65% of projected savings.
3. Nominal dollars (i.e.: current year dollars unadjusted for inflation).
4. Reduced for non-electric weatherization rebates from the HPwES program.
 6/19/14 REVISION - HPwES electric-only calculation: The rebates associated with the electric-only measures, \$4,449, were added back into the total.
5. 6/24/14 REVISION: Removed Revolving Loan Expenses of \$116,633 (Residential) and \$38,385 (C&I) for a total of \$155,018 from the actual costs used to calculate the Company's Performance Incentive.

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

Commercial & Industrial:	PRESENT VALUE (2013 \$'s)	
	Planned	Actual
1. Benefits (Value) From Eligible Programs	\$ 5,799,902	\$ 4,420,452
2. Implementation Expenses (Note 1)	\$ 1,321,664	\$ 1,154,145
3. Customer Contribution	\$ 2,733,912	\$ 1,851,322
4. Performance Incentive (Note 1, 2)	\$ 119,230	\$ 97,221
5. Total Costs	\$ 4,174,806	\$ 3,102,687
6. Benefit/Cost Ratio - C&I Sector	1.4	1.4

Residential:	PRESENT VALUE (2013 \$'s)	
	Planned	Actual
7. Benefits (Value) From Eligible Programs	\$ 5,617,389	\$ 3,116,845
8. Implementation Expenses (Note 1, 2)	\$ 1,293,855	\$ 1,113,267
9. Customer Contribution (Note 3)	\$ 594,991	\$ 538,800
10. Performance Incentive (Note 1, 2)	\$ 118,116	\$ 52,841
11. Total Costs	\$ 2,006,962	\$ 1,704,909
12. Benefit/Cost Ratio - Residential Sector	2.8	1.8

Notes:

- (1) 6/24/14: REVISION - Removed revolving loan expenses from implementation costs and PI calculation. (See Page 3.)
- (2) 6/19/14 REVISION - HPwES electric-only calculation: Rebates associated with the electric-only measures in the amount of \$4,449 were erroneously excluded from the PI calculation in the original filing and have been included here. (See Page 3.)
- (3) Residential Customer Contribution Costs related to non-electric measures were removed from total.

NO CHANGE - 10-1-2014

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

	LIFETIME KWH SAVINGS	
	<u>Planned</u>	<u>Actual</u>
Commercial & Industrial:		
Large Business	36,361,285	35,755,038
Small Business	11,230,025	14,993,398
Total Commercial & Industrial Included for Incentive Calculation	47,591,310	50,748,436
Residential:		
Home Energy Assistance Program	953,318	1,742,785
Home Performance with ENERGY STAR	480,570	255,210
ENERGY STAR Homes Program	10,639,499	1,251,293
ENERGY STAR Appliance Program	3,703,976	3,227,258
ENERGY STAR Lighting Program	3,375,679	6,107,147
Total Residential Included for Incentive Calculation	19,153,042	12,583,693

2013 Electric EE Systems Benefits Charge Fund Reconciliation ^(Note 1)

1. Beginning Balance: 1/1/2013		\$	81,740		(Over) / Under Collected
Funding					
2. System Benefits Charge Revenue		\$	2,223,743		
3. FCM Revenue		\$	200,192		
4. RGGI Proceeds		\$	712,289		
5. Interest		\$	205,180		
6. Total Funding	Σ Lines 2 - 5	\$	3,341,404		
Expenses					
7. Program Expenses		\$	2,295,199		
8. Performance Incentive	Note 2	\$	207,584		
9. Total Expenses	Σ Lines 7 - 8	\$	2,502,782		
10. Ending Balance: 12/31/2013	Lines 1 - 6 + 9	\$	(756,881)		(Over) / Under Collected

Notes

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1. Includes actuals through December 31, 2013.
 2. Includes accrual of estimated 2013 performance incentive as approved in Docket No. DE 12-262 plus reconciliation for prior year(s) earned performance incentives.

Unitil Energy Systems

NH PUC Docket No. DE 12-262

RGGI 2012 Expansion - Order 25,425

Final Report REVISED

October 1, 2014

Unitil Energy Systems, Inc.
RGGI 2012 Expansion per PUC Order to 25,425
for 2012 and 2013

Programs	Planned Budget	Spending (Revised) ¹
Residential Programs		
1. ENERGY STAR® Homes	0	0
2. Home Performance w/ ENERGY STAR® (Electric)	0	0
3. ENERGY STAR® Lighting	0	0
4. ENERGY STAR® Appliances	5,745	5,745
5. Home Energy Assistance Program	257,585	257,585
6. Total Residential	263,330	263,330
Commercial & Industrial		
7. Large Business New Construction	69,253	69,253
8. Large Business Retrofit	103,000	103,000
9. Small Business Solutions	0	0
10. C&I Education and Training	2,873	2,873
11. Total Commercial & Industrial	175,126	175,126
12. Total All Sectors	438,456	438,456
Performance Incentive Calculation		
13. Residential Programs	460	460
14. Commercial & Industrial	14,010	14,010
15. Total All Sectors	14,470	14,470
Total Spending incl. PI	452,925	452,925
16. Residential Programs	263,789	263,789
17. Commercial & Industrial	189,136	189,136

Notes:

1. In consultation with the Commission staff following the annual fiscal audit of the Company's performance, the Company zeroed out modest 2013 year end balances in the RGGI 2012 residential, low income, and C&I programs by transferring under- or overcollected amounts to or from the corresponding CORE 2014 programs. The resulting spending of \$438,456 equals that provided to the Company for energy efficiency programs in Order 25,425. The Company requests payment of the performance incentive equal to 8% of spending (exclusive of funds spent on the low income sector), or \$14,470.

**Unitil Energy Systems, Inc.
 Actual Lifetime Energy Savings by Sector and Program**

Programs	Actual Lifetime kWh	Actual Lifetime MMBtu	Number of Customers Served
Residential Programs			
1. ENERGY STAR® Homes	0	0	0
2. Home Performance w/ ENERGY STAR® (Electric)	0	0	0
3. ENERGY STAR® Lighting	0	0	0
4. ENERGY STAR® Appliances	0	0	0
5. Home Energy Assistance Program	430,904	26,753	48
6. Total Residential	430,904	26,753	48
Commercial & Industrial			
7. Large Business New Construction	5,933,078	0	4
8. Large Business Retrofit	7,837,531	0	4
9. Small Business Solutions	0	0	0
10. Total Commercial & Industrial	13,770,609	0	8
12. Total All Sectors	14,201,513	26,753	56

Notes:

There was no planned kWh goal for the RGGI funds that were distributed pursuant to PUC Order 25,425.

Northern Utilities

NH PUC Docket No. DE 12-262

2013 Gas Annual Report REVISED

October 1, 2014

Program Cost-Effectiveness - 2013 ACTUAL

	Total Resource Benefit/Cost Ratio (1)	PRESENT VALUE (2013 \$'s)				Annual MMBtu Savings	Lifetime MMBtu Savings	Number of Customers Served
		Benefit (\$000)	Utility Implementation Costs (\$000)	Performance Incentive (\$000)	Customer Costs (\$000)			
Residential Programs								
ENERGY STAR Homes	2.7	\$ 279.6	\$ 82.8	\$ 5.9	\$ 14.2	675	15,541	8
Home Performance w ENERGY STAR	1.9	\$ 197.9	\$ 76.0	\$ 5.4	\$ 24.7	584	13,302	11
Residential GasNetworks	1.0	\$ 934.5	\$ 357.9	\$ 25.3	\$ 589.9	3,635	68,590	410 (2)
Residential Education	0.0	\$ -	\$ 1.3	\$ 0.1	\$ -	-	-	-
Residential Energy Code Training	-	\$ -	\$ -	\$ -	\$ -	-	-	-
Residential Building Practice & Demo	-	\$ -	\$ -	\$ -	\$ -	-	-	-
Low Income Home Energy Assistance	1.7	\$ 273.3	\$ 147.5	\$ 10.4	\$ -	982	17,946	32
Subtotal Residential	1.3	\$ 1,685.2	\$ 665.4	\$ 47.1	\$ 628.7	5,875.9	115,379	461
Commercial/Industrial Programs								
Large Business	4.5	\$ 3,394.1	\$ 284.9	\$ 26.8	\$ 446.9	16,332	271,137	6
Small Business	3.7	\$ 1,153.8	\$ 167.2	\$ 15.7	\$ 132.7	4,004	87,801	30
Codes Audits & Education	-	\$ -	\$ -	\$ -	\$ -	-	-	-
Subtotal C&I	4.2	\$ 4,548.0	\$ 452.1	\$ 42.6	\$ 579.7	20,336	358,938	36
Total	2.6	\$ 6,233.2	\$ 1,117.5	\$ 89.7	\$ 1,208.4	26,212	474,317	497

Notes:

(1) Total Resource Cost Ratio = PV Benefits ÷ [PV Implementation Costs + PV Performance Incentives + PV Customer Costs]

(2) Number of products purchased.

**Performance Incentive Calculation
 2013**

	<u>Planned</u>	<u>Actual</u>
Commercial/Industrial Incentive		
1. Benefit/Cost Ratio	3.5	4.2
2. Threshold Benefit / Cost Ratio ¹	1.0	
3. Lifetime MMBtu Savings	312,867	358,938
4. Threshold Lifetime MMBtu Savings (65%) ²	203,363	
5. Budget / Actual Costs Excluding PI ^{3,4}	\$495,639	\$454,617
6. Benefit / Cost Percentage of Budget	4.00%	
7. Lifetime Savings Percentage of Budget	4.00%	
8. C/I Performance Incentive ³	\$39,651	\$42,794
9. Cap (12%)	\$59,477	
Residential Incentive ⁴		
10. Benefit / Cost Ratio	1.4	1.3
11. Threshold Benefit / Cost Ratio ¹	1.0	
12. Lifetime MMBtu Savings	131,209	115,379
13. Threshold Lifetime MMBtu Savings (65%) ²	85,286	
14. Budget / Actual Costs Excluding PI ³	\$724,362	\$669,067
15. Benefit / Cost Percentage of Budget	4.00%	
16. Lifetime Savings Percentage of Budget	4.00%	
17. Residential Performance Incentive ³	\$57,949	\$47,383
18. Cap (12%)	\$86,923	
19. TOTAL PLANNED / EARNED INCENTIVE ³	\$97,600	\$90,176

Notes

1. Actual Benefit / Cost Ratio for each sector must be greater than or equal to 1.0.
2. Actual Lifetime kWh Savings for each sector must be greater than or equal to 65% of projected savings.
3. Nominal dollars (i.e.: current year dollars unadjusted for inflation).
4. Adjusted per PUC Order 25,593 on November 8, 2013

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

Commercial & Industrial:	PRESENT VALUE (2013 \$s)	
	Planned	Actual
1. Benefits (Value) From Eligible Programs	\$ 4,014,227	\$ 4,547,982
2. Implementation Expenses	\$ 495,639	\$ 452,130
3. Customer Contribution	\$ 609,074	\$ 579,678
4. Performance Incentive	\$ 39,651	\$ 42,560
5. Total Costs	\$ 1,144,364	\$ 1,074,367
6. Benefit/Cost Ratio - C&I Sector	3.5	4.2

Residential:	PRESENT VALUE (2013 \$s)	
	Planned	Actual
7. Benefits (Value) From Eligible Programs ¹	\$ 1,901,630	\$ 1,685,238
8. Implementation Expenses	\$ 724,362	\$ 665,408
9. Customer Contribution	\$ 563,894	\$ 628,707
10. Performance Incentive	\$ 57,949	\$ 47,123
11. Total Costs	\$ 1,346,205	\$ 1,341,239
12. Benefit/Cost Ratio - Residential Sector	1.4	1.3

Notes

1. Adjusted per PUC Order 25,593 on November 8, 2013

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

	Lifetime MMBtu Savings	
	<u>Planned</u>	<u>Actual</u>
Commercial & Industrial:		
Large Business	231,888	271,137
Small Business	80,979	87,801
Codes Audits & Education	0	0
Total Commercial & Industrial Included for Incentive Calculation	312,867	358,938
Residential:		
ENERGY STAR Homes	14,202	15,541
Home Performance w ENERGY STAR ¹	24,791	13,302
Residential GasNetworks ¹	71,506	68,590
Residential Education	0	0
Residential Energy Code Training	0	0
Residential Building Practice & Demo	0	0
Low Income Home Energy Assistance	20,710	17,946
Total Residential Included for Incentive Calculation	131,209	115,379

Notes

1. Adjusted per PUC Order 25,593 on November 8, 2013

Unitil Energy Systems, Inc.
2013 Energy Efficiency Charge Fund Reconciliation (Note 1, 4)

	<u>Residential</u>	<u>Low Income³</u>	<u>Comm & Ind</u>	<u>Total</u>	
1. Beginning Balance: 1/1/2013	\$ 101,015	\$ -	\$ (97,960)	\$ 3,055	(Over) / Under Collection
Funding					
2. Energy Efficiency Charge Revenue	\$ 677,740	\$ -	\$ 575,390	\$ 1,253,130	
3. Interest	\$ 522	\$ -	\$ 5,517	\$ 6,040	
4. Total Funding	Σ Lines 2 - 3 \$ 678,262	\$ -	\$ 580,907	\$ 1,259,169	
Expenses					
5. Program Expenses	\$ 520,791	\$ 148,276	\$ 454,617	\$ 1,123,684	
6. Low-Income Cost Allocation	\$ 36,727	\$ (158,734)	\$ 122,007	\$ -	
7. Performance Incentive ²	\$ 28,916	\$ 10,458	\$ 50,506	\$ 89,879	
8. Total Expenses	Σ Lines 5 - 7 \$ 586,434	\$ -	\$ 627,129	\$ 1,213,563	
Ending Balance: 12/31/2013	Lines 1 - 4 + 8 \$ 9,186	\$ -	\$ (51,738)	\$ (42,551)	(Over) / Under Collection

Notes

1. Includes actuals through December 31, 2013.
2. Includes accrual of estimated 2013 performance incentive as approved in Docket DE 12-262, plus reconciliation for prior year(s) earned performance incentives.
3. Revised to reflect the allocation of the low income program costs as expenses of Residential and C&I.
4. Reflects Accounting's NU-NH Gas EEC Flow-through mechanism, December 2013.