



# **New Hampshire CORE Energy Efficiency Programs**

**4<sup>th</sup> Quarter Report  
January 2015 – December 2015**

**Docket DE 14-216**

**February 24, 2016**



4th Quarter Report  
January 2015 - December 2015

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Highlights  
CORE & Company-Specific Programs

Description	Program Expenses <sup>1</sup>		kWh Savings			MMBtu Savings			Customers	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
<b>Electric Utilities</b>										
CORE Programs										
Municipal Program	\$ 2,303,901	96%	7,617,614	100,454,093	156%	7,960	129,070	276%	231	73%
All Other CORE Programs	\$ 22,024,132	97%	65,888,322	926,777,819	137%	43,077	908,904	110%	114,074	83%
Sub-total	\$ 24,328,033	97%	73,505,936	1,027,231,911	139%	51,037	1,037,974	119%	114,305	83%
Company Specific Programs <sup>2</sup>	\$ 1,332,159	66%	5,069,751	36,846,855	89%	-	-	-	25,015	100%
<b>Total Electric</b>	<b>\$ 25,660,191</b>	<b>95%</b>	<b>78,575,687</b>	<b>1,064,078,767</b>	<b>136%</b>	<b>51,037</b>	<b>1,037,974</b>	<b>119%</b>	<b>139,320</b>	<b>86%</b>
<b>Gas Utilities</b>										
CORE Programs	\$ 6,201,174	97%	797,406	10,042,733	180%	154,903	2,488,626	114%	3,275	103%
Company Specific Programs <sup>2</sup>	\$ 317,539	94%	-	-	-	21,297	63,890	115%	25,000	100%
<b>Total Gas</b>	<b>\$ 6,518,713</b>	<b>97%</b>	<b>797,406</b>	<b>10,042,733</b>	<b>180%</b>	<b>176,199</b>	<b>2,552,516</b>	<b>114%</b>	<b>28,275</b>	<b>100%</b>
<b>Grand Total</b>	<b>\$ 32,178,904</b>	<b>95%</b>	<b>79,373,093</b>	<b>1,074,121,500</b>	<b>136%</b>	<b>227,236</b>	<b>3,590,490</b>	<b>115%</b>	<b>167,595</b>	<b>88%</b>

Notes:

(1) Program expenses shown in this report exclude the performance incentive (PI), which can vary by program and accomplishment thresholds. The planned budget for PI is 7.5% of actual program expenditures for the electric utilities and 8% of actual program expenditures for the gas utilities as shown in the Commission approved 2015-2016 Plan, p. 82. The actual PI for each utility is calculated to reflect the utilities' final accomplishments and is filed with the Commission by June 1st of each year for the preceding program year.

<http://www.puc.state.nh.us/Regulatory/Docketbk/2014/14-216/LETTERS-MEMOS-TARIFFS/14-216%202014-12-11%20PSNH%20ATT-JT%20SETTLEMENT%20AGREEMENT.PDF>

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

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Highlights  
CORE Programs <sup>1</sup>

Description	Program Expenses		kWh Savings			MMBtu Savings			Customers	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
<b>Electric Utilities</b>										
<b>Residential</b>										
Home Energy Assistance	\$ 3,684,043	96%	862,354	15,541,644	220%	9,777	201,840	90%	776	197%
EnergyStar® Homes	\$ 1,430,106	94%	1,092,828	24,223,939	73%	11,099	276,759	139%	378	102%
NH Home Performance w/Energy Star	\$ 3,160,704	102%	1,933,046	37,377,491	587%	19,517	400,966	110%	2,347	289%
EnergyStar® Appliances	\$ 3,218,557	92%	11,967,454	164,976,724	123%	2,497	27,472	71%	109,498	82%
Sub-total	\$ 11,493,410	96%	15,855,681	242,119,799	134%	42,890	907,036	110%	112,999	83%
<b>Commercial &amp; Industrial</b>										
Large Business Energy Solutions	\$ 6,131,249	93%	32,467,996	450,948,789	133%	187	1,868	-	299	69%
Small Business Energy Solutions	\$ 4,399,473	106%	17,564,644	233,709,231	148%	-	-	-	776	83%
Municipal Program	\$ 2,303,901	96%	7,617,614	100,454,093	156%	7,960	129,070	276%	231	73%
Sub-total	\$ 12,834,623	98%	57,650,255	785,112,113	140%	8,147	130,938	280%	1,306	77%
<b>Total Electric</b>	<b>\$ 24,328,033</b>	<b>97%</b>	<b>73,505,936</b>	<b>1,027,231,911</b>	<b>139%</b>	<b>51,037</b>	<b>1,037,974</b>	<b>119%</b>	<b>114,305</b>	<b>83%</b>
<b>Gas Utilities</b>										
<b>Residential</b>										
Home Energy Assistance	\$ 1,166,626	102%	24,167	462,404	10%	5,572	114,258	71%	260	70%
EnergyStar® Homes	\$ 163,282	97%	68,156	1,641,660	773%	2,351	56,750	152%	70	250%
NH Home Performance w/Energy Star	\$ 719,495	95%	3,122	47,740	-	19,779	423,070	166%	730	148%
EnergyStar® Appliances	\$ 1,282,319	98%	9,204	158,231	18%	21,903	377,242	112%	1,945	118%
Sub-total	\$ 3,331,721	99%	104,649	2,310,035	42%	49,604	971,320	123%	3,005	119%
<b>Commercial &amp; Industrial</b>										
Large Business Energy Solutions	\$ 1,505,407	94%	376,025	4,038,520	-	60,649	909,593	102%	48	27%
Small Business Energy Solutions	\$ 1,364,046	97%	316,732	3,694,178	10180%	44,650	607,713	67%	222	46%
Sub-total	\$ 2,869,453	95%	692,757	7,732,698	-	105,299	1,517,306	109%	270	41%
<b>Total Gas</b>	<b>\$ 6,201,174</b>	<b>97%</b>	<b>797,406</b>	<b>10,042,733</b>	<b>180%</b>	<b>154,903</b>	<b>2,488,626</b>	<b>114%</b>	<b>3,275</b>	<b>103%</b>
<b>Grand Total</b>	<b>\$ 30,529,207</b>	<b>97%</b>	<b>74,303,342</b>	<b>1,037,274,645</b>	<b>139%</b>	<b>205,940</b>	<b>3,526,600</b>	<b>115%</b>	<b>117,580</b>	<b>84%</b>

Notes:

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

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Highlights  
Company-Specific Programs <sup>1</sup>

Description	Program Expenses		kWh Savings			MMBtu Savings			Customers	
	Actual	% of Budget	Annual	Lifetime	Life: % of Goal	Annual	Lifetime	Life: % of Goal	Count	% of Goal
<b>Electric Utilities</b>										
<b>Residential</b>										
Home Energy Reports	\$ 316,754	113%	2,900,037	7,954,113	173%	-	-	-	25,000	100%
Education	\$ 20,277	38%	-	-	-	-	-	-	-	-
Customer Engagement Platform	\$ 42,888	19%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses <sup>2</sup>	\$ 62,802	92%	-	-	-	-	-	-	-	-
Sub-total	\$ 442,722	38%	2,900,037	7,954,113	173%	-	-	-	25,000	100%
<b>Commercial &amp; Industrial</b>										
Smart Start	\$ 36,735	64%	-	-	-	-	-	-	-	-
C&I Customer Partnerships	\$ -	0%	-	-	-	-	-	-	-	-
C&I RFP Program	\$ 537,929	101%	2,169,714	28,892,742	79%	-	-	-	15	243%
Education	\$ 147,549	48%	-	-	-	-	-	-	-	-
Customer Engagement Platform	\$ 64,332	20%	-	-	-	-	-	-	-	-
Forward Capacity Market Expenses <sup>2</sup>	\$ 102,890	66%	-	-	-	-	-	-	-	-
Sub-total	\$ 889,436	143%	2,169,714	28,892,742	79%	-	-	-	15	243%
<b>Total Residential and C&amp;I</b>	<b>\$ 1,332,159</b>	<b>66%</b>	<b>5,069,751</b>	<b>36,846,855</b>	<b>89%</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>25,015</b>	<b>100%</b>
<b>Gas Utilities</b>										
<b>Residential</b>										
Building Practices & Demonstration	\$ 298,542	102%	-	-	-	21,297	63,890	115%	25,000	100%
Education	\$ 5,572	33%	-	-	-	-	-	-	-	-
Sub-total	\$ 304,114	98%	-	-	-	21,297	63,890	115%	25,000	100%
<b>Commercial &amp; Industrial</b>										
Building Practices & Demonstration	\$ -	0%	-	-	-	-	-	-	-	-
Education	\$ 13,425	52%	-	-	-	-	-	-	-	-
Sub-total	\$ 13,425	4%	-	-	-	-	-	-	-	-
<b>Total Residential and C&amp;I</b>	<b>\$ 317,539</b>	<b>94%</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>21,297</b>	<b>63,890</b>	<b>115%</b>	<b>25,000</b>	<b>100%</b>
<b>Grand Total</b>	<b>\$ 1,649,698</b>	<b>70%</b>	<b>5,069,751</b>	<b>36,846,855</b>	<b>89%</b>	<b>21,297</b>	<b>63,890</b>	<b>115%</b>	<b>50,015</b>	<b>100%</b>

Notes:

- (1) Amounts shown above pertain only to the Company-Specific programs. The amounts pertaining to the CORE programs are shown on page 2.  
Company-specific includes company-specific programs, education, forward capacity market and loan program implementation expenses.
- (2) Amounts shown are expenses related to the electric utilities' participation in ISO-NE's Forward Capacity Market. Revenues received from ISO-NE are reported on page 18.

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Highlights  
Home Energy Assistance Program <sup>1</sup>

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expense: Budget <sup>2</sup>	\$ 465,549	\$ 254,856	\$ 2,661,464	\$ 459,624	\$ 3,841,493	\$ 921,250	\$ 217,299	\$ 1,138,549	\$ 4,980,042
(CORE Program) Actual	\$ 378,874	\$ 313,005	\$ 2,602,622	\$ 389,541	\$ 3,684,043	\$ 919,751	\$ 246,875	\$ 1,166,626	\$ 4,850,668
Percent	81%	123%	98%	85%	96%	100%	114%	102%	97%
Program Incentives: Budget <sup>3</sup>	\$ 367,783	\$ 216,989	\$ 2,345,017	\$ 279,914	\$ 3,209,703	\$ 742,850	\$ 131,069	\$ 873,919	\$ 4,083,622
(CORE Program) Actual <sup>4</sup>	\$ 282,712	\$ 223,392	\$ 1,981,056	\$ 250,844	\$ 2,738,004	\$ 676,808	\$ 152,935	\$ 829,744	\$ 3,567,748
Percent	77%	103%	84%	90%	85%	91%	117%	95%	87%
Customers Served: Goal	46	29	280	39	393	324	45	369	762
Actual <sup>5</sup>	94	42	590	50	776	224	36	260	1,036
Percent	204%	145%	211%	130%	197%	69%	81%	70%	136%
Collaboration: Actual Collaborated Funds <sup>6</sup>	\$ 31,327	\$ 83,277	\$ 875,818	\$ 70,402	\$ 1,060,824	\$ 135,557	\$ 319,376	\$ 454,933	\$ 1,515,756
Total Actual Expenses (CORE + Collaboration)	\$ 410,202	\$ 306,669	\$ 2,856,873	\$ 321,246	\$ 3,894,990	\$ 812,366	\$ 472,311	\$ 1,284,676	\$ 5,179,666
% of Total Actual Expenses	8%	27%	31%	22%	27%	17%	68%	35%	29%
Collaborated Units	76	26	387	35	524	178	30	208	732
% of Total Customers Served	81%	62%	66%	70%	68%	79%	83%	80%	71%
Heating Systems: Actual Incentives	\$ 34,061	\$ 19,273	\$ 308,388	\$ 41,491	\$ 403,213	\$ 123,349	\$ 27,890	\$ 151,239	\$ 554,451
% of HEA CORE Total Budget	7%	8%	12%	9%	10%	13%	13%	13%	11%
Dwelling Mix:									
Single Family	26	42	382	42	492	96	18	114	606
Multi-Family	68	0	208	8	284	128	18	146	430
Total	94	42	590	50	776	224	36	260	1,036

Notes:

- (1) Program savings results are shown on page 8.
- (2) Program budget and actual numbers are based on total expenditures.
- (3) Reflects Program "Rebates/Services" only.
- (4) Program incentives are based on the HEA tracking system and do not include items not billed in the tracking system, such as heating system incentives and quality assurance costs.
- (5) Number of customers served by county are as follows:

	Belknap	Carroll	Cheshire	Coos	Grafton	Hillsborough	Merrimack	Rockingham	Strafford	Sullivan	Total
Electric	43	30	15	46	92	241	76	149	71	13	776
Gas	8	0	0	0	0	148	33	53	18	0	260
Total											1,036

- (6) Collaborated funds may include funding from numerous sources including the Department of Energy, town assistance, Community Development Block grants and also from other utilities. For example, if Eversource and Liberty Utilities-Gas worked on a joint project, Eversource includes the incentives from Liberty-Gas as part of its collaboration funds and Liberty-Gas includes incentives from Eversource as collaboration funds.

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Highlights  
 CO<sub>2</sub> Emissions Reductions

Description	Units	CO2 Emission Factors In lbs Per Unit <sup>1</sup>	CO2 Emission Factors In Metric Tons Per Unit	Electric Utilities			Gas Utilities		Grand Total			
				YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons		YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons	YTD Energy Reduction	Estimated CO2 Emissions Reductions in Metric Tons		
					All Programs (All funding sources)	RGGI Funded Portion				All Programs (All funding sources)	RGGI Funded Portion	
<b>Annual</b>												
Electricity <sup>2</sup>	MWH	1,087.000	0.4930	78,576	38,735	3,827	-	-	78,576	38,735	3,827	
Natural Gas	MMBtu	117.080	0.0531	8,654	460	11	176,199	9,356	184,853	9,815	11	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	23,965	1,754	477	-	-	23,965	1,754	477	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	2,217	160	27.73	-	-	2,217	160	28	
LPG	MMBtu	139.178	0.0631	-	-	-	-	-	-	-	-	
Propane	MMBtu	139.178	0.0631	12,348	779	150.06	-	-	12,348	779	150	
Wood	MMBtu	-	-	3,853	-	-	-	-	3,853	-	-	
Wood Pellet	-	-	-	-	-	-	-	-	-	-	-	
Other	MMBtu	-	-	-	-	-	-	-	-	-	-	
<b>Total Annual Emissions Reductions</b>					<b>41,889</b>	<b>4,494</b>		<b>9,356</b>		<b>51,245</b>	<b>4,494</b>	
<b>Lifetime</b>												
Electricity <sup>2</sup>	MWH	1,087.000	0.4930	1,064,079	524,559	50,822	10,043	4,951	1,074,122	529,510	50,822	
Natural Gas	MMBtu	117.080	0.0531	192,229	10,207	255	2,552,516	135,532	2,744,745	145,739	255	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	445,079	32,576	7,267	-	-	445,079	32,576	7,267	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	44,174	3,196	552	-	-	44,174	3,196	552	
LPG	MMBtu	139.178	0.0631	-	-	-	-	-	-	-	-	
Propane	MMBtu	139.178	0.0631	276,809	17,472	3,088	-	-	276,809	17,472	3,088	
Wood	MMBtu	-	-	79,684	-	-	-	-	79,684	-	-	
Wood Pellet	-	-	-	-	-	-	-	-	-	-	-	
Other	MMBtu	-	-	-	-	-	-	-	-	-	-	
<b>Total Lifetime Emissions Reductions</b>					<b>588,010</b>	<b>61,985</b>		<b>140,483</b>		<b>728,493</b>	<b>61,985</b>	

Notes:

- (1) Source of CO2 Emission Factors in lbs/unit for all other fuels:
- (2) Source of CO2 Emission Factors in lbs/unit for electricity:

[http://www.eia.gov/electricity/annual/html/epa\\_a\\_03.html](http://www.eia.gov/electricity/annual/html/epa_a_03.html)  
 Based on 2009 Greenhouse Gas Emissions Reduction Fund Grant Guidelines for  
 CO<sub>2</sub> emission conversion factor for electrically powered equipment.

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Highlights  
Annual Savings by Fuel Type

Program	Electric Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Oil	Natural Gas	LP	Kerosene	Wood	Wood Pellet	Other	Total	Electricity
Home Energy Assistance	4,219	1,200	1,267	2,192	900	-	-	9,777	862,354
EnergyStar® Homes	67	5,212	5,680	-	122	-	-	11,081	1,092,828
NH Home Performance w/Energy Star	12,477	980	3,202	25	2,832	-	-	19,516	1,933,046
EnergyStar® Products	1,404	1,075	18	-	-	-	-	2,497	11,967,454
Large Business Energy Solutions	-	187	-	-	-	-	-	187	32,467,996
Small Business Energy Solutions	-	-	-	-	-	-	-	-	17,564,644
Municipal Program	5,797	-	2,163	-	-	-	-	7,960	7,617,614
Company-Specific Programs	-	-	19	-	-	-	-	19	5,069,751
<b>Total</b>	<b>23,965</b>	<b>8,654</b>	<b>12,348</b>	<b>2,217</b>	<b>3,853</b>	<b>-</b>	<b>-</b>	<b>51,037</b>	<b>78,575,687</b>

  

Program	Gas Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Oil	Natural Gas	LP	Kerosene	Wood	Wood Pellet	Other	Total	Electricity
Home Energy Assistance	-	5,572	-	-	-	-	-	5,572	24,167
EnergyStar® Homes	-	2,351	-	-	-	-	-	2,351	68,156
NH Home Performance w/Energy Star	-	19,779	-	-	-	-	-	19,779	3,122
EnergyStar® Products	-	21,903	-	-	-	-	-	21,903	9,204
Large Business Energy Solutions	-	60,649	-	-	-	-	-	60,649	376,025
Small Business Energy Solutions	-	44,650	-	-	-	-	-	44,650	316,732
Municipal Program	-	-	-	-	-	-	-	-	-
Company-Specific Programs	-	21,297	-	-	-	-	-	21,297	-
<b>Total</b>	<b>-</b>	<b>176,199</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>176,199</b>	<b>797,406</b>

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Summary of Results by Utility  
CORE & Company-Specific Programs Combined <sup>1</sup>

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 3,007,301	\$ 1,684,226	\$ 19,465,441	\$ 2,965,318	\$ 27,122,285	\$ 5,326,810	\$ 1,401,931	\$ 6,728,741	\$ 33,851,027
	Actual	\$ 2,788,674	\$ 1,608,111	\$ 18,854,177	\$ 2,409,229	\$ 25,660,191	\$ 5,177,245	\$ 1,341,468	\$ 6,518,713	\$ 32,178,904
	Percent	93%	95%	97%	81%	95%	97%	96%	97%	95%
Program Participation	Goal	15,490	30,003	92,269	24,810	162,572	27,591	601	28,192	190,764
	Actual	22,493	9,612	95,827	11,388	139,320	27,669	606	28,275	167,595
	Percent	145%	32%	104%	46%	86%	100%	101%	100%	88%
Annual kWh Savings	Goal	5,420,202	2,750,323	46,237,930	5,411,319	59,819,773	240,214	43,272	283,486	60,103,260
	Actual	9,412,077	3,892,815	56,306,522	8,964,273	78,575,687	740,866	56,540	797,406	79,373,093
	Percent	174%	142%	122%	166%	131%	308%	131%	281%	132%
Lifetime kWh Savings	Goal	72,511,851	34,896,385	601,513,030	73,836,957	782,758,224	4,677,776	914,763	5,592,539	788,350,763
	Actual	127,700,293	55,624,347	753,548,996	127,205,130	1,064,078,767	8,797,785	1,244,948	10,042,733	1,074,121,500
	Percent	176%	159%	125%	172%	136%	188%	136%	180%	136%
Annual MMBtu Savings	Goal	4,134	3,624	30,852	4,281	42,891	106,075	34,889	140,963	183,854
	Actual	2,956	3,239	41,149	3,693	51,037	143,752	32,447	176,199	227,236
	Percent	71%	89%	133%	86%	119%	136%	93%	125%	124%
Lifetime MMBtu Savings	Goal	90,384	73,914	626,468	82,686	873,452	1,585,616	650,915	2,236,530	3,109,982
	Actual	65,458	61,774	839,410	71,332	1,037,974	1,886,174	666,342	2,552,516	3,590,490
	Percent	72%	84%	134%	86%	119%	119%	102%	114%	115%

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

4th Quarter Report  
January 2015 - December 2015

Program Results  
Home Energy Assistance (HEA)

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 465,549	\$ 254,856	\$ 2,661,464	\$ 459,624	\$ 3,841,493	\$ 921,250	\$ 217,299	\$ 1,138,549	\$ 4,980,042
	Actual	\$ 378,874	\$ 313,005	\$ 2,602,622	\$ 389,541	\$ 3,684,043	\$ 919,751	\$ 246,875	\$ 1,166,626	\$ 4,850,668
	Percent	81%	123%	98%	85%	96%	100%	114%	102%	97%
Program Participation	Goal	46	29	280	39	393	324	45	369	762
	Actual	94	42	590	50	776	224	36	260	1,036
	Percent	204%	145%	211%	130%	197%	69%	81%	70%	136%
Annual kWh Savings	Goal	53,434	35,100	332,705	94,642	515,881	197,640	22,805	220,445	736,326
	Actual	143,440	58,226	612,500	48,188	862,354	23,477	690	24,167	886,521
	Percent	268%	166%	184%	51%	167%	12%	3%	11%	120%
Lifetime kWh Savings	Goal	660,141	559,659	4,161,879	1,670,379	7,052,057	3,952,800	513,873	4,466,673	11,518,730
	Actual	2,367,740	988,370	11,372,318	813,216	15,541,644	461,166	1,238	462,404	16,004,048
	Percent	359%	177%	273%	49%	220%	12%	0.2%	10%	139%
Annual MMBtu Savings	Goal	1,243	804	7,527	1,262	10,835	6,651	1,294	7,945	18,780
	Actual	614	968	7,079	1,115	9,777	4,427	1,145	5,572	15,349
	Percent	49%	120%	94%	88%	90%	67%	88%	70%	82%
Lifetime MMBtu Savings	Goal	26,130	16,641	158,848	22,432	224,051	133,013	28,135	161,148	385,199
	Actual	13,161	18,496	146,167	24,015	201,840	88,715	25,543	114,258	316,098
	Percent	50%	111%	92%	107%	90%	67%	91%	71%	82%

4th Quarter Report  
January 2015 - December 2015

Program Results  
Energy Star® Homes

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas		
Program Expenses	Budget	\$ 155,820	\$ 186,042	\$ 1,006,619	\$ 175,000	\$ 1,523,481	\$ 87,524	\$ 80,000	\$ 167,524	\$ 1,691,005
	Actual	\$ 149,953	\$ 99,069	\$ 1,000,670	\$ 180,414	\$ 1,430,106	\$ 84,958	\$ 78,324	\$ 163,282	\$ 1,593,388
	Percent	96%	53%	99%	103%	94%	97%	98%	97%	94%
Program Participation	Goal	38	21	283	28	370	15	13	28	398
	Actual	6	9	299	64	378	34	36	70	448
	Percent	16%	43%	106%	232%	102%	223%	281%	250%	112%
Annual kWh Savings	Goal	42,971	165,241	1,127,834	51,012	1,387,058	-	9,950	9,950	1,397,008
	Actual	15,852	133,316	786,826	156,835	1,092,828	22,296	45,860	68,156	1,160,984
	Percent	37%	81%	70%	307%	79%	-	461%	685%	83%
Lifetime kWh Savings	Goal	952,871	4,055,244	27,340,086	1,007,449	33,355,649	-	212,335	212,335	33,567,983
	Actual	258,831	3,364,528	17,886,985	2,713,595	24,223,939	557,400	1,084,260	1,641,660	25,865,599
	Percent	27%	83%	65%	269%	73%	-	511%	773%	77%
Annual MMBtu Savings	Goal	1,187	738	5,159	951	8,034	990	536	1,526	9,560
	Actual	1,018	235	9,343	503	11,099	1,420	931	2,351	13,449
	Percent	86%	32%	181%	53%	138%	143%	174%	154%	141%
Lifetime MMBtu Savings	Goal	29,562	18,272	127,960	23,057	198,850	24,742	12,589	37,330	236,181
	Actual	25,240	5,799	233,514	12,206	276,759	35,488	21,262	56,750	333,508
	Percent	85%	32%	182%	53%	139%	143%	169%	152%	141%

4th Quarter Report  
January 2015 - December 2015

Program Results  
Home Performance With Energy Star® (HPwES)

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas		
Program Expenses	Budget	\$ 239,816	\$ 272,233	\$ 2,203,269	\$ 382,990	\$ 3,098,307	\$ 643,593	\$ 110,000	\$ 753,593	\$ 3,851,900
	Actual	\$ 213,206	\$ 281,645	\$ 2,349,224	\$ 316,629	\$ 3,160,704	\$ 619,873	\$ 99,622	\$ 719,495	\$ 3,880,199
	Percent	89%	103%	107%	83%	102%	96%	91%	95%	101%
Program Participation	Goal	49	64	639	60	812	468	25	493	1,305
	Actual	75	78	1,973	221	2,347	706	24	730	3,077
	Percent	153%	122%	309%	366%	289%	151%	96%	148%	236%
Annual kWh Savings	Goal	24,689	38,272	256,057	39,053	358,070	-	-	-	358,070
	Actual	259,033	142,919	1,297,256	233,838	1,933,046	2,282	840	3,122	1,936,168
	Percent	1049%	373%	507%	599%	540%	-	-	-	541%
Lifetime kWh Savings	Goal	434,413	725,839	4,519,466	687,459	6,367,176	-	-	-	6,367,176
	Actual	5,646,556	2,787,835	25,068,796	3,874,304	37,377,491	45,640	2,100	47,740	37,425,231
	Percent	1300%	384%	555%	564%	587%	-	-	-	588%
Annual MMBtu Savings	Goal	1,394	1,634	13,765	1,760	18,552	11,681	973	12,654	31,206
	Actual	963	1,412	15,386	1,756	19,517	19,198	581	19,779	39,296
	Percent	69%	86%	112%	100%	105%	164%	60%	156%	126%
Lifetime MMBtu Savings	Goal	29,050	32,880	271,423	32,027	365,380	233,624	20,825	254,449	619,829
	Actual	20,309	29,112	319,757	31,787	400,966	410,419	12,651	423,070	824,036
	Percent	70%	89%	118%	99%	110%	176%	61%	166%	133%

4th Quarter Report  
January 2015 - December 2015

Program Results  
Energy Star® Products

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 415,927	\$ 362,251	\$ 2,397,437	\$ 305,000	\$ 3,480,615	\$ 887,883	\$ 421,695	\$ 1,309,578	\$ 4,790,193
	Actual	\$ 413,771	\$ 310,934	\$ 2,159,066	\$ 334,786	\$ 3,218,557	\$ 899,814	\$ 382,505	\$ 1,282,319	\$ 4,500,876
	Percent	99%	86%	90%	110%	92%	101%	91%	98%	94%
Program Participation	Goal	15,185	29,743	64,803	24,573	134,304	1,238	407	1,645	135,949
	Actual	22,142	9,418	66,978	10,960	109,498	1,517	428	1,945	111,443
	Percent	146%	32%	103%	45%	82%	123%	105%	118%	82%
Annual kWh Savings	Goal	1,694,350	999,269	7,197,904	1,070,382	10,961,905	40,558	10,518	51,076	11,012,980
	Actual	2,473,523	1,020,270	7,246,365	1,227,296	11,967,454	54	9,150	9,204	11,976,658
	Percent	146%	102%	101%	115%	109%	0.1%	87%	18%	109%
Lifetime kWh Savings	Goal	22,261,649	9,886,166	88,277,887	13,792,920	134,218,623	688,688	188,555	877,243	135,095,866
	Actual	28,891,600	13,403,136	106,143,819	16,538,170	164,976,724	881	157,350	158,231	165,134,955
	Percent	130%	136%	120%	120%	123%	0.1%	83%	18%	122%
Annual MMBtu Savings	Goal	143	364	2,839	147	3,494	14,006	5,158	19,164	22,658
	Actual	136	284	1,946	132	2,497	17,343	4,560	21,903	24,400
	Percent	95%	78%	69%	90%	71%	124%	88%	114%	108%
Lifetime MMBtu Savings	Goal	1,572	4,006	31,232	1,622	38,432	238,700	97,573	336,273	374,705
	Actual	1,492	3,119	21,405	1,456	27,472	292,125	85,117	377,242	404,714
	Percent	95%	78%	69%	90%	71%	122%	87%	112%	108%

4th Quarter Report  
January 2015 - December 2015

Program Results  
Large Business Energy Solutions

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 786,517	\$ 188,981	\$ 4,858,387	\$ 792,418	\$ 6,626,303	\$ 1,296,300	\$ 313,214	\$ 1,609,514	\$ 8,235,817
	Actual	\$ 758,659	\$ 172,179	\$ 4,674,280	\$ 526,131	\$ 6,131,249	\$ 1,213,707	\$ 291,700	\$ 1,505,407	\$ 7,636,656
	Percent	96%	91%	96%	66%	93%	94%	93%	94%	93%
Program Participation	Goal	27	28	351	26	432	166	12	179	610
	Actual	22	12	253	12	299	42	6	48	347
	Percent	81%	43%	72%	46%	69%	25%	49%	27%	57%
Annual kWh Savings	Goal	2,119,438	639,637	19,691,600	2,733,709	25,184,385	-	-	-	25,184,385
	Actual	4,220,857	1,518,605	20,925,520	5,803,015	32,467,996	376,025	-	376,025	32,844,021
	Percent	199%	237%	106%	212%	129%	-	-	-	130%
Lifetime kWh Savings	Goal	28,400,475	8,330,598	263,178,565	38,157,962	338,067,599	-	-	-	338,067,599
	Actual	60,385,470	21,313,448	285,544,242	83,705,629	450,948,789	4,038,520	-	4,038,520	454,987,309
	Percent	213%	256%	108%	219%	133%	-	-	-	135%
Annual MMBtu Savings	Goal	-	-	-	-	-	35,112	21,825	56,938	56,938
	Actual	-	-	-	187	187	40,176	20,473	60,649	60,835
	Percent	-	-	-	-	-	114%	94%	107%	107%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	510,599	381,065	891,665	891,665
	Actual	-	-	-	1,868	1,868	489,703	419,890	909,593	911,461
	Percent	-	-	-	-	-	96%	110%	102%	102%

4th Quarter Report  
January 2015 - December 2015

Program Results  
Small Business Energy Solutions

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Budget	\$ 739,501	\$ 170,506	\$ 2,729,373	\$ 500,000	\$ 4,139,380	\$ 1,181,710	\$ 231,722	\$ 1,413,432	\$ 5,552,813
	Actual	\$ 681,255	\$ 175,186	\$ 3,071,429	\$ 471,603	\$ 4,399,473	\$ 1,129,098	\$ 234,948	\$ 1,364,046	\$ 5,763,519
	Percent	92%	103%	113%	94%	106%	96%	101%	97%	104%
Program Participation	Goal	99	73	702	65	939	380	99	478	1,417
	Actual	143	27	533	73	776	146	76	222	998
	Percent	144%	37%	76%	112%	83%	38%	77%	46%	70%
Annual kWh Savings	Goal	1,097,858	459,727	9,447,957	1,037,376	12,042,919	2,016	-	2,016	12,044,935
	Actual	2,090,494	550,639	13,724,300	1,199,211	17,564,644	316,732	-	316,732	17,881,376
	Percent	190%	120%	145%	116%	146%	15711%	-	15711%	148%
Lifetime kWh Savings	Goal	14,673,310	5,973,166	123,971,901	13,485,894	158,104,271	36,288	-	36,288	158,140,559
	Actual	27,264,663	7,507,743	183,140,508	15,796,317	233,709,231	3,694,178	-	3,694,178	237,403,409
	Percent	186%	126%	148%	117%	148%	10180%	-	10180%	150%
Annual MMBtu Savings	Goal	-	-	-	-	-	19,195	5,103	24,297	24,297
	Actual	-	-	-	-	-	39,893	4,757	44,650	44,650
	Percent	-	-	-	-	-	208%	93%	184%	184%
Lifetime MMBtu Savings	Goal	-	-	-	-	-	389,617	110,728	500,345	500,345
	Actual	-	-	-	-	-	505,834	101,879	607,713	607,713
	Percent	-	-	-	-	-	130%	92%	121%	121%

4th Quarter Report  
January 2015 - December 2015

Program Results  
Municipal Program

Description		Electric Utilities				Grand Total
		Liberty Utilities	NHEC <sup>1</sup>	Eversource	Unitil	
Program Expenses	Budget	\$ 168,757	\$ 198,828	\$ 1,797,394	\$ 222,574	\$ 2,387,552
	Actual	\$ 157,291	\$ 217,200	\$ 1,786,700	\$ 142,709	\$ 2,303,901
	Percent	93%	109%	99%	64%	96%
Program Participation	Goal	46	45	205	19	315
	Actual	11	26	186	8	231
	Percent	24%	58%	91%	42%	73%
Annual kWh Savings	Goal	387,462	413,076	3,698,108	385,144	4,883,790
	Actual	208,878	468,840	6,644,005	295,891	7,617,614
	Percent	54%	113%	180%	77%	156%
Lifetime kWh Savings	Goal	5,128,993	5,365,713	48,876,016	5,034,896	64,405,618
	Actual	2,885,434	6,259,287	87,545,473	3,763,899	100,454,093
	Percent	56%	117%	179%	75%	156%
Annual MMBtu Savings	Goal	167	85	1,562	161	1,975
	Actual	224	341	7,394	-	7,960
	Percent	134%	403%	473%	-	403%
Lifetime MMBtu Savings	Goal	4,070	2,115	37,005	3,548	46,738
	Actual	5,255	5,248	118,566	-	129,070
	Percent	129%	248%	320%	-	276%

<sup>1</sup> NHEC had a Municipal Program fund 2014 year-end balance of \$58,699. In accordance with RSA 125-O:23,III(b), any unused funds allocated to the municipal program remaining at the end of the 2014 program year shall roll over and be added to the new calendar year municipal program funds. NHEC carried over \$40,453 from 2014 Municipal Program fund and spent the amount in 2015. Participation and savings goals have been updated to incorporate this additional funding.

	Budget	Participants	Annual kWh Savings	Lifetime kWh Savings	Annual MMBtu Savings	Lifetime MMBtu Savings
Budget 2015 (revised)	\$ 198,828	45	413,076	5,365,713	85	2,115
Budget 2015 (original)	\$ 158,375	38	282,028	3,662,083	85	2,115
Change	\$ 40,453	7	131,048	1,703,630	-	-

4th Quarter Report  
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Company-Specific Programs  
Liberty Utilities, Unitil and the New Hampshire Electric Cooperative

Description		Liberty Utilities	Unitil	New Hampshire Electric Cooperative
		Gas	Gas	Electric
		Building Practices & Demonstration Program	Building Practices & Demonstration Program	Smart Start Program Administration
Program Expenses	Budget	\$ 293,550	\$ -	\$ 5,000
	Actual	\$ 298,542	\$ -	\$ 1,242
	Percent	102%	-	25%
Program Participation	Goal	25,000	-	-
	Actual	25,000	-	-
	Percent	100%	-	-
Annual kWh Savings	Goal	-	-	-
	Actual	-	-	-
	Percent	-	-	-
Lifetime kWh Savings	Goal	-	-	-
	Actual	-	-	-
	Percent	-	-	-
Annual MMBtu Savings	Goal	18,440	-	-
	Actual	21,297	-	-
	Percent	115%	-	-
Lifetime MMBtu Savings	Goal	55,320	-	-
	Actual	63,890	-	-
	Percent	115%	-	-

4th Quarter Report  
January 2015 - December 2015

Program Results  
Company-Specific Programs  
Eversource

Description		Smart Start Program Administration	Customer Engagement Platform*	Home Energy Reports	C&I RFP Program	C&I Customer Partnerships	Total
Program Expenses	Budget	\$ 52,000	\$ 550,270	\$ 280,402	\$ 532,143	\$ 19,856	\$ 1,434,671
	Actual	\$ 35,493	\$ 107,221	\$ 316,754	\$ 537,929	\$ -	\$ 997,397
	Percent	68%	19%	113%	101%	-	70%
Program Participation	Goal	-	-	25,000	6	-	25,006
	Actual	-	-	25,000	15	-	25,015
	Percent	-	-	100%	243%	-	100%
Annual kWh Savings	Goal	-	-	1,529,834	2,955,931	-	4,485,764
	Actual	-	-	2,900,037	2,169,714	-	5,069,751
	Percent	-	-	190%	73%	-	113%
Lifetime kWh Savings	Goal	-	-	4,589,501	36,597,730	-	41,187,231
	Actual	-	-	7,954,113	28,892,742	-	36,846,855
	Percent	-	-	173%	79%	-	89%

\*Updates on the Customer Engagement Platform:

(1) Estimated launch date: First quarter of 2016

(2) Marketing efforts planned after NH launch include:

- a. Email campaign tool that is part of the CEP software
- b. Bill insert
- c. Links from Eversource's website
- d. One-on-one roll outs with largest customers

(3) Interface with US Department of Energy's Portfolio Manager: Eversource is planning to have CEP incorporate an interface with Portfolio Manager via an Application Program Interface (API)

Work is ongoing.

4th Quarter Report  
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Education Programs

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas		
<b>Program Expenses</b>										
<b>Residential</b>	Budget	\$ -	\$ -	\$ -	\$ 52,776	\$ 52,776	\$ -	\$ 17,000	\$ 17,000	\$ 69,776
	Actual	-	-	-	20,277	20,277	-	5,572	5,572	25,849
	Percent	-	-	-	38%	38%	-	33%	33%	37%
<b>Commercial &amp; Industrial</b>	Budget	\$ 15,414	\$ 30,528	\$ 216,829	\$ 44,936	\$ 307,707	\$ 15,000	\$ 11,000	\$ 26,000	\$ 333,707
	Actual	10,940	24,530	106,841	5,238	147,549	11,503	1,922	13,425	160,975
	Percent	71%	80%	49%	12%	48%	77%	17%	52%	48%
<b>Total</b>	Budget	\$ 15,414	\$ 30,528	\$ 216,829	\$ 97,712	\$ 360,483	\$ 15,000	\$ 28,000	\$ 43,000	\$ 403,483
	Actual	10,940	24,530	106,841	25,516	167,826	11,503	7,494	18,997	186,824
	Percent	71%	80%	49%	26%	47%	77%	27%	44%	46%

**Focus Areas**

**NH Energy Code and Beyond Code**

**Activities**

- > Conducted three residential workshops in March with 40 attendees.
- > Conducted two commercial workshops with 27 attendees.

**Residential Programs**

- > Conducted "High Efficiency Heat Pump Seminar" to discuss residential air source heating and hot water equipment with 66 attendees (homeowners and contractors)
- > Conducted fourteen Button Up workshops with 180 attendees.
- > Partnered with Northeast Home Rating System (NEHERS) alliance to host HERS rating course; 10 attendees.

**Commercial, Industrial & Municipal Programs**

- > Presented on Eversource's Customer Engagement Platform at the Local Energy Solutions Conference.
- > Conducted five energy efficiency workshop for municipalities in Portsmouth, Manchester, Lebanon, North Conway and Keene with 92 attendees.
- > Conducted LED seminar with 70 attendees.
- > Conducted two lighting contractor seminars with 65 attendees.
- > Conducted two (Spring and Fall) Building Operator Certification (BOC) courses with 22 attendees.
- > Conducted operator field day and exhibit for waste and waste water industries with 290 attendees.
- > Held an LED tradeshow with breakout sessions for contractors and municipals with 75 attendees.
- > Conducted Air Source Heat Pump Workshop with 75 attendees.

**K-12 Energy Efficiency Education**

- > Completed 80 presentations in 16 schools that reached 2,643 students and 92 educators.

4th Quarter Report  
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Forward Capacity Market (FCM) Proceeds and Expenses

Description	Electric Utilities				Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	
<b>Estimated Annual FCM Proceeds</b>	\$ 128,600	\$ 55,000	\$ 2,235,000	\$ 250,240	\$ 2,668,840
<b>Estimated Annual FCM Expenses</b>	\$ 20,000	\$ 15,000	\$ 160,000	\$ 30,000	\$ 225,000
<b>Actual FCM Proceeds</b>					
Qtr. 1	\$ 49,304	\$ 17,794	\$ 593,398	\$ 62,532	\$ 723,028
Qtr. 2	50,890	13,848	596,649	64,901	726,289
Qtr. 3	58,786	11,020	568,314	81,756	719,875
Qtr. 4	55,047	13,849	548,082	75,100	692,079
Total	\$ 214,027	\$ 56,511	\$ 2,306,444	\$ 284,289	\$ 2,861,270
<b>Actual FCM Expenses</b>					
Financial Assurance					
Qtr. 1	\$ -	\$ -	\$ -	\$ -	\$ -
Qtr. 2	-	-	-	-	-
Qtr. 3	-	-	-	1,000	1,000
Qtr. 4	-	-	-	-	-
Total	\$ -	\$ -	\$ -	\$ 1,000	\$ 1,000
<b>Other</b>					
Qtr. 1	\$ 2,748	\$ -	\$ 22,595	\$ 3,559	\$ 28,901
Qtr. 2	19,004	11,548	43,196	6,547	80,295
Qtr. 3	1,186	761	17,888	8,418	28,253
Qtr. 4	1,785	812	22,269	2,376	27,243
Total	\$ 24,723	\$ 13,121	\$ 105,948	\$ 20,901	\$ 164,693
<b>Total Financial Assurance &amp; Other</b>	\$ 24,723	\$ 13,121	\$ 105,948	\$ 21,901	\$ 165,693
<b>Actual Net FCM Proceeds*</b>	\$ 189,304	\$ 43,390	\$ 2,200,496	\$ 262,388	\$ 2,695,577

\* The CORE Electric Utilities leverage the Forward Capacity Market which provides additional energy efficiency funds to the NH CORE energy efficiency programs. The FCM proceeds budget and actual FCM proceeds are allocated to the residential and the C&I sectors based on an estimate of each sector's contribution to peak demand reduction (approximately 30% for the Residential sector and 70% for the C&I sector). Initially approved by the Commission in its Order No. 24,930 in DE 08-130 dated January 5, 2009 (2009 CORE Programs) and in all subsequent CORE program Orders.

4th Quarter Report  
January 2015 - December 2015

Expenses By Activity  
Residential Programs

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Home Energy Assistance	Internal Admin	\$ 3,949	\$ 15,925	\$ 77,871	\$ 39,419	\$ 137,164	\$ 3,422	\$ 17,763	\$ 21,185	\$ 158,349
	External Admin	-	23,520	-	2,873	26,393	-	1,779	1,779	28,172
	Rebate/Services	320,157	239,360	2,363,120	287,653	3,210,291	828,624	200,736	1,029,360	4,239,651
	Implementation Services	42,633	27,087	105,286	51,198	226,204	64,874	23,057	87,931	314,134
	Marketing	242	1,083	-	1,250	2,575	471	1,250	1,721	4,295
	EM&V	11,893	6,029	56,346	7,148	81,417	22,360	2,290	24,650	106,067
	<b>Total</b>	<b>\$ 378,874</b>	<b>\$ 313,005</b>	<b>\$ 2,602,622</b>	<b>\$ 389,541</b>	<b>\$ 3,684,043</b>	<b>\$ 919,751</b>	<b>\$ 246,875</b>	<b>\$ 1,166,626</b>	<b>\$ 4,850,668</b>
EnergyStar® Homes	Internal Admin	\$ 441	\$ 4,377	\$ 29,422	\$ 15,387	\$ 49,627	\$ 35	\$ 7,210	\$ 7,245	\$ 56,872
	External Admin	-	5,987	-	500	6,486	-	755	755	7,241
	Rebate/Services	117,922	43,329	808,030	142,640	1,111,922	56,980	60,511	117,491	1,229,413
	Implementation Services	25,640	44,117	137,187	19,251	226,195	24,726	8,906	33,632	259,827
	Marketing	2,471	298	6,945	-	9,714	1,189	-	1,189	10,903
	EM&V	3,478	962	19,085	2,636	26,162	2,028	942	2,970	29,132
	<b>Total</b>	<b>\$ 149,953</b>	<b>\$ 99,069</b>	<b>\$ 1,000,670</b>	<b>\$ 180,414</b>	<b>\$ 1,430,106</b>	<b>\$ 84,958</b>	<b>\$ 78,324</b>	<b>\$ 163,282</b>	<b>\$ 1,593,388</b>
HP w/EnergyStar®	Internal Admin	\$ 3,518	\$ 13,607	\$ 55,466	\$ 28,441	\$ 101,032	\$ 7,105	\$ 10,207	\$ 17,312	\$ 118,344
	External Admin	-	22,413	64	2,329	24,807	-	958	958	25,765
	Rebate/Services	159,172	178,198	2,008,923	235,865	2,582,158	507,299	66,056	573,355	3,155,514
	Implementation Services	39,808	60,982	211,232	45,265	357,287	75,874	21,324	97,198	454,485
	Marketing	3,932	925	3,470	-	8,328	11,891	-	11,891	20,218
	EM&V	6,776	5,520	70,069	4,729	87,093	17,704	1,077	18,781	105,874
	<b>Total</b>	<b>\$ 213,206</b>	<b>\$ 281,645</b>	<b>\$ 2,349,224</b>	<b>\$ 316,629</b>	<b>\$ 3,160,704</b>	<b>\$ 619,873</b>	<b>\$ 99,622</b>	<b>\$ 719,495</b>	<b>\$ 3,880,199</b>
EnergyStar® Products	Internal Admin	\$ 3,153	\$ 14,575	\$ 70,957	\$ 23,834	\$ 112,519	\$ 3,442	\$ 31,488	\$ 34,930	\$ 147,449
	External Admin	\$ -	\$ 19,934	\$ -	\$ 7,204	\$ 27,138	\$ -	\$ 1,681	\$ 1,681	\$ 28,819
	Rebate/Services	\$ 329,456	\$ 174,393	\$ 1,894,485	\$ 249,966	\$ 2,648,300	\$ 810,661	\$ 291,385	\$ 1,102,046	\$ 3,750,347
	Implementation Services	\$ 52,195	\$ 91,840	\$ 62,809	\$ 37,478	\$ 244,322	\$ 51,614	\$ 46,062	\$ 97,676	\$ 341,998
	Marketing	\$ 18,610	\$ 6,989	\$ 60,296	\$ 10,859	\$ 96,753	\$ 14,361	\$ 7,982	\$ 22,343	\$ 119,096
	EM&V	\$ 10,357	\$ 3,203	\$ 70,519	\$ 5,444	\$ 89,525	\$ 19,736	\$ 3,907	\$ 23,643	\$ 113,167
	<b>Total</b>	<b>\$ 413,771</b>	<b>\$ 310,934</b>	<b>\$ 2,159,066</b>	<b>\$ 334,786</b>	<b>\$ 3,218,557</b>	<b>\$ 899,814</b>	<b>\$ 382,505</b>	<b>\$ 1,282,319</b>	<b>\$ 4,500,876</b>

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Expenses by Activity  
Residential Programs (Continued)

Description	Electric Utilities					Gas Utilities			Grand Total	
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas		
Other*	Internal Admin	\$ 4,533	\$ 2,083	\$ 8,213	\$ 10,294	\$ 25,123	\$ 16,925	\$ -	\$ 16,925	\$ 42,048
	External Admin	-	-	\$ -	2,220	2,220	-	-	-	2,220
	Rebate/Services	-	-	\$ 269,634	-	269,634	256,756	-	256,756	526,391
	Implementation Services	-	-	\$ 6,152	19,195	25,347	13,376	5,115	18,491	43,838
	Marketing	-	-	\$ -	1,082	1,082	4,255	457	4,712	5,794
	EM&V	6,098	5,790	\$ 107,427	-	119,316	7,229	-	7,229	126,545
	Total	\$ 10,631	\$ 7,872	\$ 391,427	\$ 32,792	\$ 442,722	\$ 298,542	\$ 5,572	\$ 304,114	\$ 746,836
Total Residential	Internal Admin	\$ 15,594	\$ 50,566	\$ 241,929	\$ 117,375	\$ 425,465	\$ 30,929	\$ 66,668	\$ 97,597	\$ 523,062
	External Admin	-	71,854	64	15,125	87,044	-	5,173	5,173	92,217
	Rebate/Services	926,708	635,281	7,344,192	916,125	9,822,305	2,460,321	618,688	3,079,009	12,901,314
	Implementation Services	160,276	224,026	522,667	172,387	1,079,355	230,463	104,464	334,927	1,414,283
	Marketing	25,255	9,295	70,711	13,191	118,451	32,166	9,689	41,855	160,307
	EM&V	38,603	21,505	323,446	19,958	403,511	69,057	8,216	77,273	480,785
	Total	\$ 1,166,436	\$ 1,012,526	\$ 8,503,009	\$ 1,254,161	\$ 11,936,132	\$ 2,822,937	\$ 812,898	\$ 3,635,835	\$ 15,571,967
Total %	Internal Admin	1.3%	5.0%	2.8%	9.4%	3.6%	1.1%	8.2%	2.7%	3.4%
	External Admin	0.0%	7.1%	0.0%	1.2%	0.7%	0.0%	0.6%	0.1%	0.6%
	Rebate/Services	79.4%	62.7%	86.4%	73.0%	82.3%	87.2%	76.1%	84.7%	82.8%
	Implementation Services	13.7%	22.1%	6.1%	13.7%	9.0%	8.2%	12.9%	9.2%	9.1%
	Marketing	2.2%	0.9%	0.8%	1.1%	1.0%	1.1%	1.2%	1.2%	1.0%
	EM&V	3.3%	2.1%	3.8%	1.6%	3.4%	2.4%	1.0%	2.1%	3.1%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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

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January 2015 - December 2015

Expenses by Activity  
C&I and Municipal Programs

		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Large Business Energy Solutions	Internal Admin	\$ 7,310	\$ 8,298	\$ 147,424	\$ 42,714	\$ 205,746	\$ 5,986	\$ 22,322	\$ 28,308	\$ 234,054
	External Admin	-	11,350	-	2,351	13,701	-	3,007	3,007	16,708
	Rebate/Services	574,727	110,612	3,820,149	417,721	4,923,209	1,013,223	230,837	1,244,060	6,167,268
	Implementation Services	134,351	31,046	531,868	54,387	751,651	125,761	30,639	156,400	908,052
	Marketing	5,755	625	11,554	-	17,935	12,914	2,065	14,979	32,913
	EM&V	36,516	10,247	163,285	8,958	219,007	55,824	2,830	58,654	277,660
	Total	\$ 758,659	\$ 172,179	\$ 4,674,280	\$ 526,131	\$ 6,131,249	\$ 1,213,707	\$ 291,700	\$ 1,505,407	\$ 7,636,656
Small Business Energy Solutions	Internal Admin	\$ 4,752	\$ 8,084	\$ 70,281	\$ 39,100	\$ 122,217	\$ 4,159	\$ 19,884	\$ 24,043	\$ 146,259
	External Admin	-	11,056	-	466	11,522	-	686	686	12,208
	Rebate/Services	581,467	102,586	2,594,403	372,321	3,650,777	1,020,800	173,070	1,193,870	4,844,647
	Implementation Services	66,546	51,075	354,520	51,911	524,052	69,510	30,513	100,023	624,075
	Marketing	13,661	609	5,910	-	20,180	9,603	8,369	17,972	38,153
	EM&V	14,828	1,777	46,314	7,806	70,725	25,026	2,426	27,452	98,177
	Total	\$ 681,255	\$ 175,186	\$ 3,071,429	\$ 471,603	\$ 4,399,473	\$ 1,129,098	\$ 234,948	\$ 1,364,046	\$ 5,763,519
Municipal	Internal Admin	\$ 404	\$ 10,307	\$ 44,030	\$ 14,102	\$ 68,842	\$ -	\$ -	\$ -	\$ 68,842
	External Admin	-	14,097	-	2,114	16,210	-	-	-	16,210
	Rebate/Services	131,560	139,730	1,683,478	105,673	2,060,442	-	-	-	2,060,442
	Implementation Services	19,648	48,525	41,365	17,409	126,947	-	-	-	126,947
	Marketing	996	2,276	5,054	472	8,798	-	-	-	8,798
	EM&V	4,683	2,265	12,773	2,939	22,660	-	-	-	22,660
	Total	\$ 157,291	\$ 217,200	\$ 1,786,700	\$ 142,709	\$ 2,303,901	\$ -	\$ -	\$ -	\$ 2,303,901
Other*	Internal Admin	\$ 6,009	\$ 2,639	\$ 16,167	\$ 4,205	\$ 29,020	\$ -	\$ -	\$ -	\$ 29,020
	External Admin	-	1,711	-	10,419	12,130	-	-	-	12,130
	Rebate/Services	10,933	18,061	\$ 641,276	-	670,271	10,997	-	10,997	681,268
	Implementation Services	-	4,380	\$ 71,443	-	75,823	-	840	840	76,663
	Marketing	6	94	\$ 287	-	388	506	1,082	1,588	1,976
	EM&V	8,084	4,135	\$ 89,586	-	101,805	-	-	-	101,805
	Total	\$ 25,032	\$ 31,020	\$ 818,760	\$ 14,624	\$ 889,436	\$ 11,503	\$ 1,922	\$ 13,425	\$ 902,862

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

4th Quarter Report  
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Expenses by Activity  
C&I and Municipal Program Total and Grand Total (Residential, C&I and Municipal)

		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Total C&I and Municipal	Internal Admin	\$ 18,475	\$ 29,328	\$ 277,901	\$ 100,121	\$ 425,825	\$ 10,145	\$ 42,206	\$ 52,351	\$ 478,176
	External Admin	-	38,214	-	15,350	53,563	-	3,693	3,693	57,256
	Rebate/Services	1,298,687	370,989	8,739,307	895,716	11,304,699	2,045,020	403,907	2,448,927	13,753,626
	Implementation Services	220,546	135,026	999,196	123,707	1,478,475	195,271	61,992	257,263	1,735,738
	Marketing	20,420	3,604	22,805	472	47,301	23,023	11,516	34,539	81,840
	EM&V	64,110	18,424	311,959	19,703	414,196	80,850	5,256	86,106	500,302
	Total	\$ 1,622,238	\$ 595,585	\$ 10,351,168	\$ 1,155,068	\$ 13,724,059	\$ 2,354,308	\$ 528,570	\$ 2,882,878	\$ 16,606,937
Total C&I and Municipal %	Internal Admin	1.1%	4.9%	2.7%	8.7%	3.1%	0.4%	8.0%	1.8%	2.9%
	External Admin	0.0%	6.4%	0.0%	1.3%	0.4%	0.0%	0.7%	0.1%	0.3%
	Rebate/Services	80.1%	62.3%	84.4%	77.5%	82.4%	86.9%	76.4%	84.9%	82.8%
	Implementation Services	13.6%	22.7%	9.7%	10.7%	10.8%	8.3%	11.7%	8.9%	10.5%
	Marketing	1.3%	0.6%	0.2%	0.0%	0.3%	1.0%	2.2%	1.2%	0.5%
	EM&V	4.0%	3.1%	3.0%	1.7%	3.0%	3.4%	1.0%	3.0%	3.0%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Grand Total (Residential, C&I and Municipal)	Internal Admin	\$ 34,069	\$ 79,894	\$ 519,831	\$ 217,496	\$ 851,290	\$ 41,073	\$ 108,874	\$ 149,947	\$ 1,001,237
	External Admin	-	110,068	64	30,475	140,607	-	8,866	8,866	149,473
	Rebate/Services	2,225,395	1,006,270	16,083,500	1,811,840	21,127,005	4,505,341	1,022,595	5,527,936	26,654,940
	Implementation Services	380,822	359,052	1,521,862	296,094	2,557,830	425,735	166,456	592,191	3,150,020
	Marketing	45,675	12,899	93,516	13,663	165,753	55,189	21,205	76,394	242,147
	EM&V	102,713	39,929	635,405	39,660	817,707	149,907	13,472	163,379	981,086
	Total	\$ 2,788,674	\$ 1,608,111	\$ 18,854,177	\$ 2,409,229	\$ 25,660,191	\$ 5,177,245	\$ 1,341,468	\$ 6,518,713	\$ 32,178,903
Grand Total % (Residential, C&I and Municipal)	Internal Admin	1.2%	5.0%	2.8%	9.0%	3.3%	0.8%	8.1%	2.3%	3.1%
	External Admin	0.0%	6.8%	0.0%	1.3%	0.5%	0.0%	0.7%	0.1%	0.5%
	Rebate/Services	79.8%	62.6%	85.3%	75.2%	82.3%	87.0%	76.2%	84.8%	82.8%
	Implementation Services	13.7%	22.3%	8.1%	12.3%	10.0%	8.2%	12.4%	9.1%	9.8%
	Marketing	1.6%	0.8%	0.5%	0.6%	0.6%	1.1%	1.6%	1.2%	0.8%
	EM&V	3.7%	2.5%	3.4%	1.6%	3.2%	2.9%	1.0%	2.5%	3.0%
	Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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Evaluation, Monitoring and Verification (EM&V)

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
<b>Annual Budget <sup>1</sup></b>	\$ 148,594	\$ 82,189	\$ 893,712	\$ 161,275	\$ 1,285,770	\$ 238,397	\$ 67,977	\$ 306,374	\$ 1,592,143
<b>Actual Expenses <sup>2</sup></b>									
Qtr. 1	\$ 50,517	\$ 13,589	\$ 80,810	\$ 18,240	\$ 163,156	\$ 81,996	\$ 6,686	\$ 88,682	\$ 251,838
Qtr. 2	28,627	18,783	186,586	11,829	245,826	27,606	4,614	32,221	\$ 278,046
Qtr. 3	13,909	4,621	187,852	4,235	210,617	24,625	1,704	26,329	\$ 236,946
Qtr. 4	9,660	2,936	180,157	5,356	198,109	15,680	467	16,147	\$ 214,256
Total	\$ 102,713	\$ 39,929	\$ 635,405	\$ 39,660	\$ 817,707	\$ 149,907	\$ 13,472	\$ 163,379	\$ 981,086

Notes:

- (1) The Evaluation, Monitoring and Verification budget is based on 5% of the annual NH CORE Energy Efficiency Program budget.
- (2) The actual EM&V expenses for each program are included in the expense totals reported for each program.
- (3) Status of EM&V Studies:

	Est. Cost	Vendor	Status
<a href="#">NE Avoided Energy Supply Cost Study (2015)</a>	\$38,000	TCR	Complete: Q2, 2015
- Peak/Super Peak Avoided Cost Study	\$10,000	TCR	ECD: Q4, 2015
Treat/Otter Auditing/Tracking Software	\$150,000	PSD	Annual cost billed monthly
NEEP/CEE Regional/National M&E:	\$157,065	NEEP	Ongoing
- Net Savings Project (started in 2013)			Completed Q4, 2015
- Loadshape Research (C&I Refrigeration)			Completed Q3, 2015
- Measure Life Research (C&I Lighting started in 2014)			Complete
- Regional EE Database (REED)			Completed Q1, 2015
- EM&V Methods			Completed MA Pilot, 2015
- Changing EM&V Paradigm			Completed Dec 2015
- Incremental Cost Study (Emerging Tech)			Part 4 Completed Q2, 2015
- Home Energy Mgmt Research			Completed Q4, 2015
- Loadshape Data Catalog			ECD: Q3, 2016
Energy Star Homes - Process & Impact Evaluation	tbd	tbd	ECD: 2016 (Vendor to be selected in for Apr 2016 start)
Large Business (Ret/New/RFP) Program - Impact Evaluation	\$550,000	DNV Kema	Complete: Q2, 2015
Energy Star Appliance Program - Impact Evaluation	tbd	tbd	ECD: 2015-2016
Early Replacement Measures, Phase 2 (Gas)	tbd	Evergreen Econon	ECD: 2015
Home Energy Reports Pilot Program Evaluation (Everso	\$61,000	Navigant	ECD: Q1, 2016

Evaluations available at: [http://www.puc.state.nh.us/Electric/Monitoring%20and%20Evaluation%20Reports/Monitoring\\_Evaluation\\_Report\\_List.htm](http://www.puc.state.nh.us/Electric/Monitoring%20and%20Evaluation%20Reports/Monitoring_Evaluation_Report_List.htm)

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Revolving Loan Fund (RLF)

Description	Electric Utilities				
	Liberty Utilities	NHEC	Eversource	Unitil	
<b>Amount Available to Loan</b>					
Revolving Loan Fund <sup>1</sup>	\$ 303,000	\$ 300,000	\$ 690,000	\$ 855,707	
Less: Loans	458,354	526,910	1,408,744	1,140,217	
Plus: Loan Payments Received	179,603	313,110	815,348	513,641	
Current Balance	24,249	86,200	96,603	229,131	
Less: Loans in Process	-	4,000	-	-	
Less: Potential Loans	-	4,000	22,500	-	
Amount Available to Loan	\$ 24,249	\$ 78,200	\$ 74,103	\$ 229,131	
<b>Maximum Loans and Maximum Term</b>					
Residential	Maximum Loan	\$ 500	\$ 7,500	\$ 7,500	\$ 7,500
	Maximum Term	2 Years	7 Years	7 Years	7 Years
Municipal and C&I <sup>2</sup>	Maximum Loan	\$ 50,000			\$ 50,000
	Maximum Term	2 years	Smart Start	Smart Start	10 Years
<b>Year-to-date Project Financing Information</b>					
Residential	No. of Projects Financed	-	17	41	12
	Average Loan Amount	N/A	\$ 3,227	\$ 5,063	\$ 4,547
Municipal and C&I <sup>2</sup>	No. of Projects Financed	12	-	-	-
	Average Loan Amount	\$ 7,484	N/A	N/A	N/A

**Notes:**

(1) Includes funds from a RGGI-funded grant awarded to the Electric Utilities in 2009 and CORE Program funds.

(2) Not applicable to the NHEC and PSNH. Utilize SmartStart Loan Program.

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Smart Start Revolving Loan Program

Description	NHEC	Eversource
Year-to-Date Amount Available to Loan		
Loan Fund Balance <sup>1</sup>	746,017	304,751
Less: Loans	140,751	161,229
Plus: Loan Repayments (excluding reserve for bad debt)	82,376	201,082
Current Balance	\$ 687,643	\$ 344,604
Less: Loans in Process	-	579,113
Less: Potential Loans	-	31,440
Add: Anticipated Loan Repayments Thr Year End	-	-
Amount Available to Loan	\$ 687,643	\$ (265,949)
Year-to-Date Reserve for Bad Debt (Uncollectibles)		
Initial Balance	Not Applicable	\$ 173,971
Plus: Bad Debt Collections <sup>2</sup>		38,867
Less: Bad Debt Charges		-
Ending Balance		\$ 212,838
Year-to-date Administrative and Implementation Expenses <sup>3</sup>	\$ 1,242	\$ 35,493
Year-to-date Payments to Contractors Supporting Customer Projects	\$ 140,751	\$ 942,352
Year-to-date Performance Incentive <sup>4</sup>	Not Applicable	\$ 46,640
Year-to-date Project Financing Information		
Municipal and C&I <sup>5</sup>	No. of Projects Financed	
	5	38
	Total Loan Amount	\$ 1,042,771
	Average Loan Amount	\$ 27,441
	Lifetime kWh Savings <sup>6</sup>	2,731,560
	Lifetime MMBTU Savings <sup>6</sup>	Not Applicable
	Lifetime kWh Savings <sup>7</sup>	-
	Lifetime MMBTU Savings <sup>7</sup>	Not Applicable
	Lifetime Electric Bill Savings	\$ 3,327,441

Notes:

- (1) As of January 1, 2015. The beginning loan balance for NHEC has been revised to \$746,017 compared to what was reported in the 4th Qtr report of \$746,118, a difference of \$101.
- (2) 5% of the loan amount is reserved for uncollectibles.
- (3) NHEC's Annual Goal: \$5,000 (see page 15); Eversource's Annual Goal: \$52,000 (see page 16).
- (4) The performance incentive is based on 6% of the loan repayments, excluding the reserve for bad debt.
- (5) C&I not applicable to Eversource; Municipal only.
- (6) Also reported in the applicable C&I program report.
- (7) Incremental savings not reported elsewhere.

4th Quarter Report  
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Residential Third Party Financing Option  
Funded Through the CORE Programs

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Amount Available for Interest Rate Buy-Downs									
Beginning Balance <sup>1</sup>	\$ 7,648	\$ 22,500	\$ 40,000	\$ 20,000	\$ 90,148	\$ 27,996	\$ 10,000	\$ 37,996	\$ 128,144
Less: Interest Rate Buy-Downs Paid	\$ 460	\$ 1,429	\$ 2,915	\$ 1,637	\$ 6,441	\$ 19,706	\$ 621	\$ 20,327	\$ 26,769
Current Balance	\$ 7,188	\$ 21,071	\$ 37,085	\$ 18,363	\$ 83,707	\$ 8,290	\$ 9,379	\$ 17,669	\$ 101,375
Less: Potential Interest Rate Buy-Downs <sup>2</sup>	\$ -	\$ 873	\$ 7,065	\$ -	\$ 7,938	\$ -	\$ -	\$ -	\$ 7,938
Amount Available for Interest Rate Buy-Downs	\$ 7,188	\$ 20,198	\$ 30,020	\$ 18,363	\$ 75,769	\$ 8,290	\$ 9,379	\$ 17,669	\$ 93,437
Year-to-date Project Loan Information									
No. of Projects Financed	2	4	7	3	16	24	4	28	44
Total Project Cost <sup>3</sup>	16,090	\$ 32,970	\$ 58,641	\$ 28,823	\$ 136,524	\$ 240,052	\$ 25,876	\$ 265,927	\$ 402,452
Average Project Cost <sup>3</sup>	\$ 8,045	\$ 8,243	\$ 8,377	\$ 9,608	\$ 8,533	\$ 10,002	\$ 6,469	\$ 9,497	\$ 9,147
Total Loan Amount	7,890	\$ 18,288	\$ 30,554	\$ 16,723	\$ 73,455	\$ 195,163	\$ 11,824	\$ 206,987	\$ 280,442
Average Loan Amount	\$ 3,945	\$ 4,572	\$ 4,365	\$ 5,574	\$ 4,591	\$ 8,132	\$ 2,956	\$ 7,392	\$ 6,374
Average Loan Term (years)	3.5	3.8	3.7	4.3	3.8	4.6	2.3	4.3	4.1
Total Interest Rate Buy-Down Amount	460	\$ 1,429	\$ 2,915	\$ 1,637	\$ 6,441	\$ 19,706	\$ 621	\$ 20,328	\$ 26,769
Average Interest Rate Buy-Down Amount	\$ 230	\$ 357	\$ 416	\$ 546	\$ 403	\$ 821	\$ 155	\$ 726	\$ 608
Average Gross Interest Rate	6.24%	6.24%	6.63%	5.99%	6.36%	6.37%	6.24%	6.35%	6.36%
Average Customer Interest Rate	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
Average Sq. Footage of Home (HPwES Projects)	1,373	2,065	1,702	2,031	1,813	2,146	1,762	2,091	1,990
Total Estimated Annual Space Heating Energy Savings (MMBtu) <sup>4</sup>	101	112	294	140	647	671	70	740	\$ 1,388
Average Estimated Annual Space Heating Energy Savings (MMBtu)	50	28	42	47	40	29	17	26	32
No. of Loan Write-offs	-	-	-	-	-	-	-	-	-
Total Loan Write-off Amount	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Pre-paid Interest Rate Buy-Down Amount Associated with Loan Write-off	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Notes:

- (1) As of January 1, 2015.
- (2) Estimated based on outstanding loan authorizations.
- (3) Includes utility and customer costs.
- (4) Also reported in the applicable Residential program reports. Includes space heating savings associated with all fuel sources.

4th Quarter Report  
January 2015 - December 2015

Residential Third Party Financing Option  
Funded Through BetterBuildings OEP/C DFA Collaboration

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Amount Available for Interest Rate Buy-Downs									
Beginning Balance <sup>1</sup>	\$ 9,540	\$ 11,250	\$ 78,390	\$ 13,920	\$ 113,100	\$ 31,980	\$ 4,920	\$ 36,900	\$ 150,000
Less: Interest Rate Buy-Downs Paid	\$ -	\$ -	\$ 1,754	\$ -	\$ 1,754	\$ -	\$ -	\$ -	\$ 1,754
Current Balance	\$ 9,540	\$ 11,250	\$ 76,636	\$ 13,920	\$ 111,346	\$ 31,980	\$ 4,920	\$ 36,900	\$ 148,246
Less: Potential Interest Rate Buy-Downs <sup>2</sup>	\$ -	\$ -	\$ 298	\$ -	\$ 298	\$ -	\$ -	\$ -	\$ 298
Amount Available for Interest Rate Buy-Downs	\$ 9,540	\$ 11,250	\$ 76,338	\$ 13,920	\$ 111,048	\$ 31,980	\$ 4,920	\$ 36,900	\$ 147,948
Year-to-date Project Loan Information									
No. of Projects Financed	-	-	3	-	3	-	-	-	3
Total Project Cost <sup>3</sup>	\$ -	\$ -	\$ 32,695	\$ -	\$ 32,695	\$ -	\$ -	\$ -	\$ 32,695
Average Project Cost <sup>3</sup>	-	-	\$ 10,898	-	\$ 10,898	-	-	-	\$ 10,898
Total Loan Amount	\$ -	\$ -	\$ 20,395	\$ -	\$ 20,395	\$ -	\$ -	\$ -	\$ 20,395
Average Loan Amount	-	-	\$ 6,798	-	\$ 6,798	-	-	-	\$ 6,798
Average Loan Term (years)	-	-	4.3	-	4.3	-	-	-	4.3
Total Interest Rate Buy-Down Amount	\$ -	\$ -	\$ 1,754	\$ -	\$ 1,754	\$ -	\$ -	\$ -	\$ 1,754
Average Interest Rate Buy-Down Amount	-	-	\$ 585	-	\$ 585	-	-	-	\$ 585
Average Gross Interest Rate	0.00%	0.00%	6.16%	0.00%	6.16%	0.00%	0.00%	0.00%	6.16%
Average Customer Interest Rate	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%
Average Sq. Footage of Home (HPwES Projects)	-	-	2,368	-	2,368	-	-	-	2,368
Total Estimated Annual Space Heating Energy Savings (MMBtu) <sup>4</sup>	-	-	139	-	139	-	-	-	\$ 139
Average Estimated Annual Space Heating Energy Savings (MMBtu)	-	-	46	-	46	-	-	-	46
No. of Loan Write-offs	-	-	-	-	-	-	-	-	-
Total Loan Write-off Amount	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Pre-paid Interest Rate Buy-Down Amount Associated with Loan Write-off	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Notes:

- (1) As of January 1, 2015.
- (2) Estimated based on outstanding loan authorizations.
- (3) Includes utility and customer costs.
- (4) Also reported in the applicable Residential program reports. Includes space heating savings associated with all fuel sources.

**4th Quarter Report**  
**January 2015 - December 2015**  
**Electric Programs**

**Actual Customers Served, Program Expenses, Lifetime kWh and MMBtu Savings**

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	94	2,367,740	42	988,370	590	11,372,318	50	813,216	776	15,541,644
Expenses / Lifetime MMBtu Savings	\$378,874	13,161	\$313,005	18,496	\$2,602,622	146,167	\$389,541	24,015	\$3,684,043	201,840
<b>Home Performance w/ENERGY STAR</b>										
Number of Rebates / Lifetime kWh Savings	75	5,646,556	78	2,787,835	1,973	25,068,796	221	3,874,304	2,347	37,377,491
Expenses / Lifetime MMBtu Savings	\$213,206	20,309	\$281,645	29,112	\$2,349,224	319,757	\$316,629	31,787	\$3,160,704	400,966
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	6	258,831	9	3,364,528	299	17,886,985	64	2,713,595	378	24,223,939
Expenses / Lifetime MMBtu Savings	\$149,953	25,240	\$99,069	5,799	\$1,000,670	233,514	\$180,414	12,206	\$1,430,106	276,759
<b>ENERGY STAR Products</b>										
Number of Rebates / Lifetime kWh Savings	22,142	28,891,600	9,418	13,403,136	65,937	97,311,457	10,960	16,538,170	86,337	187,638,232
Expenses / Lifetime MMBtu Savings	\$413,771	1,492	\$310,934	3,119	\$2,159,066	21,405	\$334,786	1,456	\$3,218,557	25,980
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	22	60,385,470	12	21,313,448	253	285,544,242	12	83,705,629	420	417,827,982
Expenses / Lifetime MMBtu Savings	\$758,659	0	\$172,179	0	\$4,674,280	0	\$526,131	1,868	\$6,131,249	1,868
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	143	27,264,663	27	7,507,743	533	183,140,508	73	15,796,317	776	233,709,231
Expenses / Lifetime MMBtu Savings	\$681,255	0	\$175,186	0	\$3,071,429	0	\$471,603	0	\$4,399,473	0
<b>Municipal Program</b>										
Number of Participants / Lifetime kWh Savings	11	2,885,434	26	6,259,287	186	87,545,473	8	3,763,899	231	100,454,093
Expenses / Lifetime MMBtu Savings	\$157,291	5,255	\$217,200	5,248	\$1,786,700	118,566	\$142,709	0	\$2,303,901	129,070
<b>Educational Programs</b>										
Expenses	\$10,940		\$24,530		\$106,841		\$25,516		\$167,826	
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	0	0	0	0	132,236	36,846,855	0	0	132,236	36,846,855
Expenses / Lifetime MMBtu Savings	\$24,723	0	\$13,121	0	\$1,067,852	0	\$21,900	0	\$1,127,597	0
<b>Smart Start (NHEC/PSNH), RLF (UES)</b>										
Expenses	\$0		\$1,242		\$35,493		\$0		\$36,735	
<b>Total Program Expenses</b>	<b>\$2,788,674</b>		<b>\$1,608,111</b>		<b>\$18,854,177</b>		<b>\$2,409,229</b>		<b>\$25,660,191</b>	

**4th Quarter Report**  
**January 2015 - December 2015**  
**Electric Programs**

**Actual Customers Served, Program Expenses, Lifetime kWh and MMBtu Savings**

**(System Benefits Charge, Forward Capacity Market and Interest Funds Only) \***

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	82	2,054,888	35	821,926	485	9,351,221	41	673,774	643	12,901,810
Expenses / Lifetime MMBtu Savings	\$328,813	11,422	\$260,295	15,381	\$2,140,082	120,190	\$322,747	19,897	\$3,051,937	166,891
<b>Home Performance w/ENERGY STAR</b>										
Number of Rebates / Lifetime kWh Savings	75	5,646,556	78	2,787,835	1,973	25,068,796	221	3,874,304	2,278	31,989,767
Expenses / Lifetime MMBtu Savings	\$213,206	20,309	\$281,645	29,112	\$2,349,224	319,757	\$316,629	31,787	\$3,160,704	405,896
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	6	258,831	9	3,364,528	299	17,886,985	64	2,713,595	378	24,223,939
Expenses / Lifetime MMBtu Savings	\$149,953	25,240	\$99,069	5,799	\$1,000,670	233,514	\$180,414	12,206	\$1,430,106	276,759
<b>ENERGY STAR Products</b>										
Number of Rebates / Lifetime kWh Savings	22,142	28,891,600	9,418	13,403,136	65,937	97,311,457	10,960	16,538,170	86,337	187,638,232
Expenses / Lifetime MMBtu Savings	\$413,771	1,492	\$310,934	3,119	\$2,159,066	21,405	\$334,786	1,456	\$3,218,557	25,980
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	22	60,385,470	12	21,313,448	253	285,544,242	12	83,705,629	420	417,827,982
Expenses / Lifetime MMBtu Savings	\$758,659	0	\$172,179	0	\$4,674,280	0	\$526,131	1,868	\$6,131,249	1,868
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	143	27,264,663	27	7,507,743	533	183,140,508	73	15,796,317	776	233,709,231
Expenses / Lifetime MMBtu Savings	\$681,255	0	\$175,186	0	\$3,071,429	0	\$471,603	0	\$4,399,473	0
<b>Municipal Program</b>										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
<b>Educational Programs</b>										
Expenses	\$10,940		\$24,530		\$106,841		\$25,516		\$167,826	
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	0	0	0	0	132,236	36,846,855	0	0	132,236	36,846,855
Expenses / Lifetime MMBtu Savings	\$24,723	0	\$13,121	0	\$1,067,852	0	\$21,900	0	\$1,127,597	0
<b>Smart Start (NHEC/PSNH), RLF (UES)</b>										
Expenses	\$0		\$1,242		\$35,493		\$0		\$36,735	
<b>Total Program Expenses</b>	<b>\$2,581,321</b>		<b>\$1,338,201</b>		<b>\$16,604,938</b>		<b>\$2,199,725</b>		<b>\$22,724,184</b>	

4th Quarter Report  
January 2015 - December 2015  
Electric Programs

Actual Customers Served, Program Expenses, Lifetime kWh and MMBtu Savings

(Energy Efficiency Fund Only - Regional Greenhouse Gas Initiative) \*

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
<b>Home Energy Assistance</b>										
Number of Units / Lifetime kWh Savings	12	312,852	7	166,444	105	2,021,097	9	139,442	133	2,639,835
Expenses / Lifetime MMBtu Savings	\$50,061	1,739	\$52,711	3,115	\$462,540	25,977	\$66,794	4,118	\$632,106	34,949
<b>Home Performance w/ENERGY STAR</b>										
Number of Rebates / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
<b>ENERGY STAR Homes</b>										
Number of Homes / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
<b>ENERGY STAR Products</b>										
Number of Rebates / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
<b>Large Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
<b>Small Business Energy Solutions</b>										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
<b>Municipal Program</b>										
Number of Participants / Lifetime kWh Savings	11	2,885,434	26	6,259,287	186	87,545,473	8	3,763,899	231	100,454,093
Expenses / Lifetime MMBtu Savings	\$157,291	5,255	\$217,200	5,248	\$1,786,700	118,566	\$142,709	0	\$2,303,901	129,070
<b>Educational Programs</b>										
Expenses	\$0		\$0		\$0		\$0		\$0	
<b>Company Specific Programs / FCM Expenses</b>										
Number of Participants / Lifetime kWh Savings	0	0	0	0	0	0	0	0	0	0
Expenses / Lifetime MMBtu Savings	\$0	0	\$0	0	\$0	0	\$0	0	\$0	0
<b>Smart Start (NHEC/PSNH), RLF (UES)</b>										
Expenses	\$0		\$0		\$0		\$0		\$0	
<b>Total Program Expenses</b>	<b>\$207,353</b>		<b>\$269,911</b>		<b>\$2,249,240</b>		<b>\$209,504</b>		<b>\$2,936,007</b>	

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

4th Quarter Report  
January 2015 - December 2015  
Gas Programs

Actual Customers Served, Program Expenses, Lifetime kWh and MMBtu Savings

	LU-Gas		Unitil-Gas		Total	
<b>Home Energy Assistance</b>						
Number of Units	224		36		260	
Expenses / Lifetime MMBtu Savings	\$919,751	88,715	\$246,875	25,543	\$1,166,626	114,258
<b>Home Performance w/ENERGY STAR</b>						
Number of Units	706		24		730	
Expenses / Lifetime MMBtu Savings	\$619,873	410,419	\$99,622	12,651	\$719,495	423,070
<b>ENERGY STAR Homes</b>						
Number of Homes	34		36		70	
Expenses / Lifetime MMBtu Savings	\$84,958	35,488	\$78,324	21,262	\$163,282	56,750
<b>ENERGY STAR Products</b>						
Number of Rebates	1,517		428		1,945	
Expenses / Lifetime MMBtu Savings	\$899,814	292,125	\$382,505	85,117	\$1,282,319	377,242
<b>Large Business Energy Solutions</b>						
Number of Participants	42		6		48	
Expenses / Lifetime MMBtu Savings	\$1,213,707	489,703	\$291,700	419,890	\$1,505,407	909,593
<b>Small Business Energy Solutions</b>						
Number of Participants	146		76		222	
Expenses / Lifetime MMBtu Savings	\$1,129,098	505,834	\$234,948	101,879	\$1,364,046	607,713
<b>Educational Programs</b>						
Expenses	\$11,503		\$7,494		\$18,997	
<b>Company Specific Programs / FCM Expenses</b>						
Number of Participants	25,000		0		25,000	
Expenses / Lifetime MMBtu Savings	\$298,542	63,890	\$0	0	\$298,542	63,890
<b>Total Program Expenses</b>	<b>\$5,177,245</b>		<b>\$1,341,468</b>		<b>\$6,518,713</b>	