



March 6, 2019

VIA ELECTRONIC MAIL

Debra A. Howland
Executive Director and Secretary
New Hampshire Public Utilities Commission
21 S. Fruit St, Suite 10
Concord, N.H. 03301-2429

**Re: Unitil Energy Systems, Inc.
Petition for Approval of Default Service Solicitation and
Proposed Default Service Tariffs: Docket No. DE 18-035
Quarterly Customer Migration Report**

Dear Secretary Howland:

On behalf of Unitil Energy Systems, Inc. ("UES"), enclosed please find UES' Quarterly Customer Migration Report. The Customer Migration Report shows monthly retail sales and customer counts supplied by competitive generation, total retail sales and customer counts (the sum of default service and competitive generation) and the percentage of sales and customers supplied by competitive generation. The report provides a rolling 13-month history which covers the period from December 2017 through December 2018.

Please feel free to contact me if you have any questions regarding this matter.

Sincerely,

A handwritten signature in black ink that reads "Lisa S. Glover".

Lisa S. Glover
Senior Energy Analyst

Enclosures

cc: Gary Epler, Esq.
Suzanne Amidon, Esq., PUC (via email)
Al-Azad Iqbal, PUC (via email)
Donald Kreis, Consumer Advocate (via email)

Unitil Energy Systems, Inc.
Customer Migration Report

RETAIL SALES (kWh) by CUSTOMER CLASS
Competitive Generation Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Dec-17	5,368,871	11,089,609	25,934,360	296,196	42,689,036
Jan-18	6,833,304	12,313,591	25,537,642	300,056	44,984,593
Feb-18	5,382,180	12,012,864	24,420,962	319,387	42,135,393
Mar-18	4,844,101	11,302,667	24,880,090	306,470	41,333,328
Apr-18	4,595,610	10,559,366	21,105,904	305,109	36,565,989
May-18	4,095,416	10,989,594	22,942,541	303,898	38,331,449
Jun-18	4,541,851	12,413,121	25,653,498	302,870	42,911,340
Jul-18	5,453,360	12,852,133	27,411,605	302,125	46,019,223
Aug-18	6,179,566	14,375,583	29,795,642	298,156	50,648,947
Sep-18	5,185,395	12,858,445	27,580,167	299,052	45,923,059
Oct-18	4,007,879	11,210,521	25,741,820	298,709	41,258,929
Nov-18	4,147,344	10,182,900	22,801,718	301,567	37,433,529
Dec-18	5,124,133	11,246,861	23,769,363	294,037	40,434,394

RETAIL SALES (kWh) by CUSTOMER CLASS
Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Dec-17	43,280,087	25,176,455	28,973,555	672,192	98,102,289
Jan-18	55,641,129	29,849,678	29,063,623	674,301	115,228,731
Feb-18	43,838,700	26,244,421	27,816,557	673,820	98,573,498
Mar-18	39,876,837	25,511,684	27,664,061	670,280	93,722,862
Apr-18	36,879,811	23,957,030	23,837,446	670,532	85,344,819
May-18	33,304,218	24,199,260	28,919,282	674,318	87,097,078
Jun-18	37,459,333	26,895,348	31,337,992	675,043	96,367,716
Jul-18	46,486,291	28,751,392	31,298,456	676,911	107,213,050
Aug-18	54,105,097	31,979,431	33,854,190	669,416	120,608,134
Sep-18	46,304,368	28,735,841	31,095,868	669,012	106,805,089
Oct-18	35,087,850	24,661,277	29,080,302	668,554	89,497,983
Nov-18	36,330,312	23,146,490	25,745,662	669,418	85,891,882
Dec-18	45,293,401	27,173,913	26,844,281	665,045	99,976,640

RETAIL SALES (kWh) by CUSTOMER CLASS
Competitive Generation Sales as a Percentage of Total Sales

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Dec-17	12.4%	44.0%	89.5%	44.1%	43.5%
Jan-18	12.3%	41.3%	87.9%	44.5%	39.0%
Feb-18	12.3%	45.8%	87.8%	47.4%	42.7%
Mar-18	12.1%	44.3%	89.9%	45.7%	44.1%
Apr-18	12.5%	44.1%	88.5%	45.5%	42.8%
May-18	12.3%	45.4%	79.3%	45.1%	44.0%
Jun-18	12.1%	46.2%	81.9%	44.9%	44.5%
Jul-18	11.7%	44.7%	87.6%	44.6%	42.9%
Aug-18	11.4%	45.0%	88.0%	44.5%	42.0%
Sep-18	11.2%	44.7%	88.7%	44.7%	43.0%
Oct-18	11.4%	45.5%	88.5%	44.7%	46.1%
Nov-18	11.4%	44.0%	88.6%	45.0%	43.6%
Dec-18	11.3%	41.4%	88.5%	44.2%	40.4%

Unitil Energy Systems, Inc.
Customer Migration Report

CUSTOMER COUNT by CLASS
Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Dec-17	7,424	2,796	120	292	10,632
Jan-18	7,373	2,797	121	291	10,582
Feb-18	7,372	2,831	121	299	10,623
Mar-18	7,462	2,829	121	298	10,710
Apr-18	7,417	2,819	120	292	10,648
May-18	7,442	2,760	113	286	10,601
Jun-18	7,442	2,760	113	286	10,601
Jul-18	7,200	2,757	121	288	10,366
Aug-18	7,088	2,755	122	285	10,250
Sep-18	7,010	2,728	123	280	10,141
Oct-18	6,851	2,706	123	280	9,960
Nov-18	6,779	2,679	125	276	9,859
Dec-18	6,694	2,687	121	271	9,773

CUSTOMER COUNT by CLASS
Total Customers

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Dec-17	65,527	10,640	155	1,593	77,915
Jan-18	66,391	10,745	155	1,592	78,883
Feb-18	65,532	10,650	155	1,589	77,926
Mar-18	65,532	10,658	157	1,585	77,932
Apr-18	65,686	10,679	157	1,587	78,109
May-18	66,493	10,669	157	1,587	78,906
Jun-18	66,493	10,669	157	1,587	78,906
Jul-18	66,828	10,724	157	1,587	79,296
Aug-18	66,871	10,722	157	1,586	79,336
Sep-18	66,765	10,725	157	1,582	79,229
Oct-18	65,947	10,591	156	1,579	78,273
Nov-18	65,806	10,578	157	1,576	78,117
Dec-18	65,852	10,573	158	1,573	78,156

CUSTOMER COUNT by CLASS
Percentage of Customers Served by Competitive Generation

Month	DOMESTIC	REGULAR GENERAL	LARGE GENERAL	OUTDOOR LIGHTING	TOTAL
Dec-17	11.3%	26.3%	77.4%	18.3%	13.6%
Jan-18	11.1%	26.0%	78.1%	18.3%	13.4%
Feb-18	11.2%	26.6%	78.1%	18.8%	13.6%
Mar-18	11.4%	26.5%	77.1%	18.8%	13.7%
Apr-18	11.3%	26.4%	76.4%	18.4%	13.6%
May-18	11.2%	25.9%	72.0%	18.0%	13.4%
Jun-18	11.2%	25.9%	72.0%	18.0%	13.4%
Jul-18	10.8%	25.7%	77.1%	18.1%	13.1%
Aug-18	10.6%	25.7%	77.7%	18.0%	12.9%
Sep-18	10.5%	25.4%	78.3%	17.7%	12.8%
Oct-18	10.4%	25.5%	78.8%	17.7%	12.7%
Nov-18	10.3%	25.3%	79.6%	17.5%	12.6%
Dec-18	10.2%	25.4%	76.6%	17.2%	12.5%