



New Hampshire Statewide Energy Efficiency Programs

1st Quarter Report
January 2021 – March 2021

Docket DE 20-092

May 28, 2021



**1st Quarter Report
January 2021 - March 2021**

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Highlights

Description	Program Expenses ¹ Actual	kWh Savings		MMBtu Savings		Participants Count
		Annual	Lifetime	Annual	Lifetime	
Electric Utilities						
Statewide Programs						
Municipal Program	\$ 153,903	101,337	1,317,371	23	652	9
All Other Statewide Program	\$ 9,981,934	14,194,951	143,073,707	27,388	816,164	121,203
Sub-total	\$ 10,135,837	14,296,288	144,391,078	27,411	816,816	121,211
Company Specific Programs ²	\$ 107,363	504,854	504,854	-	-	30,114
Total Electric	\$ 10,243,200	14,801,142	144,895,932	27,411	816,816	151,325
Gas Utilities						
Statewide Programs	\$ 1,324,695	79,810	867,699	19,810	342,025	1,190
Company Specific Programs ²	\$ 48,857	-	-	19,978	19,978	34,030
Total Gas	\$ 1,373,552	79,810	867,699	39,788	362,003	35,220
Grand Total	\$ 11,616,752	14,880,952	145,763,631	67,199	1,178,819	186,545

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 5.5% of actual program expenditures. 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.
- (2) Company-specific includes company-specific programs, education, forward capacity market and loan program implementation expenses.
- (3) Savings and impact factors utilized throughout this report are reflective of the New Hampshire TRM as filed on December 31, 2020 in Docket No. DE 20-092. As such, they are subject to final approval of the PUC.

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Highlights
Statewide Programs ¹

Description	Program Expenses Actual	kWh Savings		MMBtu Savings		Participants Count
		Annual	Lifetime	Annual	Lifetime	
Electric Utilities						
Residential						
Home Energy Assistance	\$ 1,701,361	316,761	2,773,476	2,997	69,468	96
ENERGY STAR Homes	\$ 494,886	645,796	12,984,882	4,875	118,359	243
NH Home Performance w/Energy Star	\$ 2,827,580	685,401	13,458,924	28,475	663,405	437
ENERGY STAR Products	\$ 1,963,147	5,479,223	27,018,219	(6,741)	(7,565)	119,616
Sub-total	\$ 6,986,974	7,127,182	56,235,501	29,606	843,667	120,392
Commercial & Industrial						
Large Business Energy Solutions	\$ 1,146,050	1,976,884	23,725,111	(340)	(3,762)	189
Small Business Energy Solutions	\$ 1,848,911	5,090,886	63,113,095	(1,878)	(23,741)	622
Municipal Program	\$ 153,903	101,337	1,317,371	23	652	9
Sub-total	\$ 3,148,863	7,169,106	88,155,577	(2,195)	(26,852)	819
Total Electric	\$ 10,135,837	14,296,288	144,391,078	27,411	816,816	121,211
Gas Utilities						
Residential						
Home Energy Assistance	\$ 206,020	13,381	279,841	1,540	28,382	16
ENERGY STAR Homes	\$ 87,508	-	-	2,782	69,190	131
NH Home Performance w/Energy Star	\$ 386,109	53,873	374,157	5,266	111,741	194
ENERGY STAR Products	\$ 324,027	10,708	180,437	3,931	68,176	481
Sub-total	\$ 1,003,664	77,962	834,435	13,520	277,489	822
Commercial & Industrial						
Large Business Energy Solutions	\$ 127,841	-	-	2,595	15,568	4
Small Business Energy Solutions	\$ 193,190	1,848	33,264	3,695	48,968	364
Sub-total	\$ 321,031	1,848	33,264	6,290	64,536	368
Total Gas	\$ 1,324,695	79,810	867,699	19,810	342,025	1,190
Grand Total	\$ 11,460,532	14,376,098	145,258,777	47,221	1,158,840	122,401

Notes:

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

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Highlights
 Company-Specific Programs ¹

Description	Program Expenses		kWh Savings Lifetime	MMBtu Savings		Participants Count
	Actual	Annual		Annual	Lifetime	
Electric Utilities						
Residential						
Home Energy Reports	\$ 13,845	504,854	504,854	-	-	30,114
Customer Engagement Platform	\$ -	-	-	-	-	-
Residential DR Program	\$ 13,134	-	-	-	-	-
Forward Capacity Market Expenses ²	\$ 3,909	-	-	-	-	-
Sub-total	\$ 30,888	504,854	504,854	-	-	30,114
Commercial & Industrial						
Smart Start	\$ 8,258	-	-	-	-	-
C&I Customer Partnerships	\$ 533	-	-	-	-	-
C&I RFP Program	\$ -	-	-	-	-	-
Education	\$ 15,861	-	-	-	-	-
Customer Engagement Platform	\$ -	-	-	-	-	-
Large Business DR Initiative	\$ 44,166	-	-	-	-	-
Forward Capacity Market Expenses ²	\$ 7,656	-	-	-	-	-
Sub-total	\$ 76,475	-	-	-	-	-
Total Residential and C&I	\$ 107,363	504,854	504,854	-	-	30,114
Gas Utilities						
Residential						
Home Energy Reports ³	\$ 45,884	-	-	19,978	19,978	34,030
Education	\$ -	-	-	-	-	-
Sub-total	\$ 45,884	-	-	19,978	19,978	34,030
Commercial & Industrial						
Education	\$ 2,972	-	-	-	-	-
Sub-total	\$ 2,972	-	-	-	-	-
Total Residential and C&I	\$ 48,857	-	-	19,978	19,978	34,030
Grand Total	\$ 156,219	504,854	504,854	19,978	19,978	64,144

Notes:

- (1) Amounts shown above pertain only to the Company-Specific programs. The amounts pertaining to the Statewide 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.
- (3) Unital's gas and electric HER offering was launched in the fall of 2018. Annualized savings values are still being developed by the Company and by its vendor and will be updated for the Company's annual report filing.

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Highlights
Home Energy Assistance Program ¹

Description	Electric Utilities					Gas Utilities			Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expense: Actual (Utility Program)	\$ 100,629	\$ 104,742	\$ 1,407,613	\$ 88,378	\$ 1,701,361	\$ 79,298	\$ 126,722	\$ 206,020	\$ 1,907,382
Program Incentives: Actual ² (Utility Program)	\$ 58,303	\$ 99,163	\$ 1,091,557	\$ 185,554	\$ 1,434,577	\$ 92,991	\$ 169,693	\$ 262,684	\$ 1,697,261
Participants Served: Actual ³	3	8	84	8	103	9	7	16	119
Collaboration: Actual Collaborated Funds ⁴	\$ 5,593	\$ 23,460	\$ 205,228	\$ 17,950	\$ 252,230	\$ 10,637	\$ 7,579	\$ 18,216	\$ 270,446
Total Actual Expenses (Utility + Collaboration)	\$ 63,896	\$ 122,623	\$ 1,296,784	\$ 203,504	\$ 1,686,806	\$ 103,628	\$ 177,272	\$ 280,900	\$ 1,967,707
% of Total Actual Expenses	9%	19%	16%	9%	15%	10%	4%	6%	14%
Collaborated Units	2	5	48	5	60	3	1	4	64
% of Total Participants Served	67%	63%	57%	63%	58%	33%	14%	25%	54%
Heating Systems: Actual Incentives	\$ 31,580	\$ 13,054	\$ 97,255	\$ 23,025	\$ 141,889	\$ 14,698	\$ 42,075	\$ 56,773	\$ 198,662
Dwelling Mix:									
Single Family	3	8	84	7	102	9	3	12	114
Multi-Family	0	0	0	1	1	0	4	4	5
Total	3	8	84	8	103	9	7	16	119

Notes:

(1) Program savings results are shown on page 8.

(2) 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.

(3) Number of Participants served by county are as follows:

	Belknap	Carroll*	Cheshire	Coos*	Grafton*	Hillsborough	Merrimack	Rockingham	Strafford	Sullivan*	Total
Electric	5	10	3	12	1	31	7	19	11	4	103
Gas	0	0	0	0	0	8	1	0	7	0	16
Total											119

* County is not served by a gas utility

(4) 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. Additionally, collaborated may include some HEA funded heating systems.

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CO₂ Emissions Reductions

Description	Units	CO2 Emission Factors In lbs Per Unit ¹	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	
Annual												
Electricity ²	MWH	1,087.000	0.4930	14,801	7,297	66	80	39	14,881	7,336	66	
Natural Gas	MMBtu	117.080	0.0531	(1,893)	(101)	(1)	39,788	2,113	37,895	2,012	(1)	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	15,628	1,144	15	-	-	15,628	1,144	15	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	482	35	3	-	-	482	35	3	
Propane	MMBtu	139.178	0.0631	9,691	612	4	-	-	9,691	612	4	
Wood	MMBtu	-	-	2,747	-	-	-	-	2,747	-	-	
Wood Pellet	-	-	-	756	-	-	-	-	756	-	-	
Other	MMBtu	-	-	-	-	-	-	-	-	-	-	
Total Annual Emissions Reductions					8,986	87		2,152		11,138	87	
Lifetime												
Electricity ²	MWH	1,087.000	0.4930	144,896	71,429	788	868	428	145,764	71,857	788	
Natural Gas	MMBtu	117.080	0.0531	3,662	194	(4)	362,003	19,221	365,665	19,416	(4)	
Distillate Fuel Oil (#1, #2 & #4)	MMBtu	161.386	0.0732	471,326	34,497	348	-	-	471,326	34,497	348	
Residual Fuel Oil (#5 & #6)	MMBtu	173.906	0.0789	-	-	-	-	-	-	-	-	
Kerosene	MMBtu	159.535	0.0724	10,401	752	64	-	-	10,401	752	64	
Propane	MMBtu	139.178	0.0631	248,880	15,709	94	-	-	248,880	15,709	94	
Wood	MMBtu	-	-	64,492	-	-	-	-	64,492	-	-	
Wood Pellet	-	-	-	18,055	-	-	-	-	18,055	-	-	
Other	-	-	-	-	-	-	-	-	-	-	-	
Total Lifetime Emissions Reductions					122,582	1,291		19,649		142,231	1,291	

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
Based on 2009 Greenhouse Gas Emissions Reduction Fund Grant Guidelines for
CO₂ 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								
	Natural		LP	Kerosene	Wood	Wood Pellet	Other	Total	Electricity
	Oil	Gas							
Home Energy Assistance	2,238	(36)	108	403	280	3	-	2,997	316,761
ENERGY STAR Homes	(3)	(58)	4,936	-	-	-	-	4,875	645,796
NH Home Performance w/Energy Star	18,990	700	5,487	79	2,467	753	-	28,475	685,401
ENERGY STAR Products	(4,097)	(1,746)	(898)	-	-	-	-	(6,741)	5,479,223
Large Business Energy Solutions	(225)	(114)	-	-	-	-	-	(339)	1,976,884
Small Business Energy Solutions	(1,252)	(627)	-	-	-	-	-	(1,880)	5,090,886
Municipal Program	(23)	(12)	58	-	-	-	-	23	101,337
Company-Specific Programs	-	-	-	-	-	-	-	-	504,854
Total	15,628	(1,893)	9,691	482	2,747	756	-	27,411	14,801,142

Program	Gas Utilities								Annual kWh Savings
	Annual MMBtu Savings								
	Natural		LP	Kerosene	Wood	Wood Pellet	Other	Total	Electricity
	Oil	Gas							
Home Energy Assistance	-	1,540	-	-	-	-	-	1,540	13,381
ENERGY STAR Homes	-	2,782	-	-	-	-	-	2,782	-
NH Home Performance w/Energy Star	-	5,266	-	-	-	-	-	5,266	53,873
ENERGY STAR Products	-	3,931	-	-	-	-	-	3,931	10,708
Large Business Energy Solutions	-	2,595	-	-	-	-	-	2,595	-
Small Business Energy Solutions	-	3,695	-	-	-	-	-	3,695	1,848
Municipal Program	-	-	-	-	-	-	-	-	-
Company-Specific Programs	-	19,978	-	-	-	-	-	19,978	-
	-	39,788	-	-	-	-	-	39,788	79,810

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Summary of Results by Utility
Statewide & Company-Specific Programs Combined ¹

Description		Electric Utilities					Gas Utilities			Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	Sub-total Electric	LU Gas	Unitil Gas	Sub-total Gas	
Program Expenses	Actual	\$ 627,125	\$ 623,873	\$ 7,890,263	\$ 1,101,939	\$ 10,243,200	\$ 808,131	\$ 565,421	\$ 1,373,552	\$ 11,616,752
Program Participation	Actual	11,378	15,597	78,525	45,825	151,325	24,514	10,706	35,220	186,545
Annual kWh Savings	Actual	1,495,242	841,798	10,810,515	1,653,587	14,801,142	68,053	11,757	79,810	14,880,952
Lifetime kWh Savings	Actual	13,708,967	5,978,478	116,058,977	9,149,510	144,895,932	724,520	143,179	867,699	145,763,631
Annual MMBtu Savings	Actual	1,245	2,006	20,773	3,386	27,411	19,237	20,551	39,788	67,199
Lifetime MMBtu Savings	Actual	23,602	46,579	629,427	117,208	816,816	239,206	122,797	362,003	1,178,819

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

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**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	Actual	\$ 100,629	\$ 104,742	\$ 1,407,613	\$ 88,378	\$ 1,701,361	\$ 79,298	\$ 126,722	\$ 206,020	\$ 1,907,382
Program Participation	Actual	4	7	79	6	96	9	7	16	112
Annual kWh Savings	Actual	2,590	12,415	295,044	6,713	316,761	13,139	242	13,381	330,142
Lifetime kWh Savings	Actual	28,865	175,702	2,497,779	71,130	2,773,476	275,978	3,863	279,841	3,053,317
Annual MMBtu Savings	Actual	234	192	2,481	90	2,997	313	1,227	1,540	4,537
Lifetime MMBtu Savings	Actual	5,107	3,966	58,335	2,061	69,468	6,349	22,033	28,382	97,850

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**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	Actual	\$ 17,067	\$ 57,028	\$ 385,899	\$ 34,892	\$ 494,886	\$ 58,546	\$ 28,962	\$ 87,508	\$ 582,394
Program Participation	Actual	4	23	207	9	243	121	10	131	374
Annual kWh Savings	Actual	3,859	46,649	581,589	13,699	645,796	-	-	-	645,796
Lifetime kWh Savings	Actual	53,437	1,018,236	11,657,036	256,173	12,984,882	-	-	-	12,984,882
Annual MMBtu Savings	Actual	142	44	4,467	222	4,875	2,339	443	2,782	7,657
Lifetime MMBtu Savings	Actual	3,549	1,096	108,576	5,138	118,359	58,469	10,722	69,190	187,549

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**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	Actual	\$ 122,368	\$ 148,652	\$ 2,139,934	\$ 416,625	\$ 2,827,580	\$ 275,451	\$ 110,659	\$ 386,109	\$ 3,213,689
Program Participation	Actual	68	18	275	76	437	164	30	194	631
Annual kWh Savings	Actual	102,182	52,490	445,965	84,764	685,401	47,978	5,895	53,873	739,274
Lifetime kWh Savings	Actual	1,189,012	1,138,519	9,487,318	1,644,075	13,458,924	330,931	43,226	374,157	13,833,081
Annual MMBtu Savings	Actual	825	1,682	20,883	5,086	28,475	4,084	1,183	5,266	33,741
Lifetime MMBtu Savings	Actual	14,159	40,069	493,604	115,573	663,405	85,481	26,260	111,741	775,146

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**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	Actual	\$ 103,786	\$ 195,444	\$ 1,383,092	\$ 280,825	\$ 1,963,147	\$ 200,661	\$ 123,366	\$ 324,027	\$ 2,287,174
Program Participation	Actual	2,473	15,534	77,209	24,400	119,616	330	151	481	120,097
Annual kWh Savings	Actual	334,283	672,930	3,453,248	1,018,762	5,479,223	6,936	3,772	10,708	5,489,931
Lifetime kWh Savings	Actual	1,559,620	2,897,149	18,344,566	4,216,884	27,018,219	117,611	62,826	180,437	27,198,656
Annual MMBtu Savings	Actual	45	31	(4,952)	(1,864)	(6,741)	2,272	1,659	3,931	(2,810)
Lifetime MMBtu Savings	Actual	787	340	(4,567)	(4,125)	(7,565)	39,506	28,670	68,176	60,611

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**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	Actual	\$ 144,465	\$ 11,514	\$ 878,816	\$ 111,255	\$ 1,146,050	\$ 86,877	\$ 40,964	\$ 127,841	\$ 1,273,890
Program Participation	Actual	2	-	184	3	189	4	-	4	193
Annual kWh Savings	Actual	451,562	-	1,413,028	112,293	1,976,884	-	-	-	1,976,884
Lifetime kWh Savings	Actual	5,862,530	-	16,740,791	1,121,789	23,725,111	-	-	-	23,725,111
Annual MMBtu Savings	Actual	-	-	(257)	(83)	(340)	2,595	-	2,595	2,255
Lifetime MMBtu Savings	Actual	-	-	(2,973)	(789)	(3,762)	15,568	-	15,568	11,806

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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	Actual	\$ 120,321	\$ 78,426	\$ 1,529,478	\$ 120,686	\$ 1,848,911	\$ 100,126	\$ 93,064	\$ 193,190	\$ 2,042,101
Program Participation	Actual	20	11	568	23	622	332	32	364	986
Annual kWh Savings	Actual	356,185	52,925	4,526,020	155,756	5,090,886	-	1,848	1,848	5,092,734
Lifetime kWh Savings	Actual	4,754,993	691,819	56,088,424	1,577,859	63,113,095	-	33,264	33,264	63,146,359
Annual MMBtu Savings	Actual	-	-	(1,813)	(65)	(1,878)	1,949	1,747	3,695	1,817
Lifetime MMBtu Savings	Actual	-	-	(23,091)	(650)	(23,741)	28,148	20,820	48,968	25,226

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**Program Results
 Municipal Program**

Description		Electric Utilities				Grand Total
		Liberty Utilities	NHEC	Eversource	Unitil	
Program Expenses	Actual	\$ 11,349	\$ 28,068	\$ 92,816	\$ 21,670	\$ 153,903
Program Participation	Actual	1	4	4	-	9
Annual kWh Savings	Actual	1,327	4,389	95,620	-	101,337
Lifetime kWh Savings	Actual	17,255	57,053	1,243,063	-	1,317,371
Annual MMBtu Savings	Actual	-	58	(35)	-	23
Lifetime MMBtu Savings	Actual	-	1,110	(458)	-	652

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Company-Specific Programs
 Liberty Utilities, Unitil and the New Hampshire Electric Cooperative

Description		Liberty Utilities	Liberty Utilities	New Hampshire Electric Cooperative	Unitil ¹	Unitil ¹
		Electric	Gas	Electric	Electric	Gas
		Home Energy Reports	Home Energy Reports	Smart Start Program Administration	Home Energy Reports	Home Energy Reports
Program Expenses	Actual	\$ 2,662	\$ 4,479	\$ -	\$ 11,184	\$ 41,405
Program Participation	Actual	8,806	23,554	-	21,308	10,476
Annual kWh Savings	Actual	243,254	-	-	261,600	-
Lifetime kWh Savings	Actual	243,254	-	-	261,600	-
Annual MMBtu Savings	Actual	-	5,686	-	-	14,293
Lifetime MMBtu Savings	Actual	-	5,686	-	-	14,293

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**Program Results
 Company-Specific Programs
 Eversource**

Description		Smart Start Program Administration	C&I RFP Program	C&I Customer Partnerships	Total
Program Expenses	Actual	\$ 8,258	\$ -	\$ 533	\$ 8,791
Program Participation	Actual	-	-	-	-
Annual kWh Savings	Actual	-	-	-	-
Lifetime kWh Savings	Actual	-	-	-	-

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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	
Program Expenses Actual*	\$ 2,840	\$ -	\$ 12,256	\$ 765	\$ 15,861	\$ 2,694	\$ 278	\$ 2,972	\$ 18,833

Activities

Residential Programs

Commercial Programs

February 11: Business Partner Rollout

February 21: Building Operater Certification

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Forward Capacity Market (FCM) Proceeds and Expenses

Description	Electric Utilities				Grand Total
	Liberty Utilities	NHEC	Eversource	Unitil	
Estimated Annual FCM Proceeds	\$ 609,155	\$ 100,000	\$ 5,192,962	\$ 746,048	\$ 6,648,165
Estimated Annual FCM Expenses	\$ -	\$ -	\$ -	\$ -	\$ -
Actual FCM Proceeds					
Qtr. 1	\$ 139,855	\$ 23,848	\$ 1,273,918	\$ 142,359	\$ 1,579,980
Qtr. 2	-	-	-	-	-
Qtr. 3	-	-	-	-	-
Qtr. 4	-	-	-	-	-
Total	\$ 139,855	\$ 23,848	\$ 1,273,918	\$ 142,359	\$ 1,579,980
Actual FCM Expenses					
Financial Assurance					
Qtr. 1	\$ -	\$ -	\$ -	\$ -	\$ -
Qtr. 2	-	-	-	-	-
Qtr. 3	-	-	-	-	-
Qtr. 4	-	-	-	-	-
Total	\$ -	\$ -	\$ -	\$ -	\$ -
Other					
Qtr. 1	\$ 1,638	\$ -	\$ 7,703	\$ 2,225	\$ 11,566
Qtr. 2	-	-	-	-	-
Qtr. 3	-	-	-	-	-
Qtr. 4	-	-	-	-	-
Total	\$ 1,638	\$ -	\$ 7,703	\$ 2,225	\$ 11,566
Total Financial Assurance & Other	\$ 1,638	\$ -	\$ 7,703	\$ 2,225	\$ 11,566
Actual Net FCM Proceeds*	\$ 138,217	\$ 23,848	\$ 1,266,215	\$ 140,134	\$ 1,568,415

* The Statewide Electric Utilities leverage the Forward Capacity Market which provides additional energy efficiency funds to the NH Statewide 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 Statewide Programs) and in all subsequent Statewide program Orders.

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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	\$ 2,089	\$ 9,287	\$ 22,416	\$ 17,889	\$ 51,682	\$ 2,284	\$ 7,086	\$ 9,370	\$ 61,052
	External Admin	11	1,613	-	134	1,758	20	56	76	1,835
	Rebate/Services	65,073	79,006	1,243,525	37,950	1,425,554	44,604	104,659	149,264	1,574,817
	Implementation Services	24,643	11,626	38,841	16,505	91,614	24,982	7,443	32,424	124,039
	Marketing	8,741	1,991	32,776	4,561	48,070	7,407	1,348	8,755	56,825
	EM&V	72	1,219	70,054	11,338	82,683	-	6,130	6,130	88,813
	Total	\$ 100,629	\$ 104,742	\$ 1,407,613	\$ 88,378	\$ 1,701,361	\$ 79,298	\$ 126,722	\$ 206,020	\$ 1,907,382
ENERGY STAR Homes	Internal Admin	\$ 621	\$ 5,046	\$ 6,279	\$ 5,460	\$ 17,406	\$ 2,327	\$ 4,449	\$ 6,776	\$ 24,182
	External Admin	423	876	-	35	1,335	11	32	42	1,378
	Rebate/Services	6,179	43,098	322,459	17,638	389,374	40,481	18,416	58,896	448,270
	Implementation Services	7,398	6,633	28,166	7,517	49,714	10,713	1,829	12,542	62,257
	Marketing	2,424	1,082	12,149	1,246	16,901	5,014	764	5,778	22,678
	EM&V	22	293	16,847	2,995	20,156	-	3,472	3,472	23,629
	Total	\$ 17,067	\$ 57,028	\$ 385,899	\$ 34,892	\$ 494,886	\$ 58,546	\$ 28,962	\$ 87,508	\$ 582,394
HP w/ENERGY STAR	Internal Admin	\$ 1,011	\$ 13,211	\$ 18,087	\$ 5,370	\$ 37,678	\$ 1,021	\$ 3,347	\$ 4,369	\$ 42,046
	External Admin	5	2,295	-	42	2,342	11	26	37	2,379
	Rebate/Services	106,421	112,928	1,964,766	383,711	2,567,826	252,731	99,497	352,228	2,920,054
	Implementation Services	10,699	15,656	39,380	22,413	88,148	11,921	4,344	16,265	104,413
	Marketing	4,198	3,117	59,263	1,558	68,135	9,766	621	10,387	78,522
	EM&V	35	1,446	58,438	3,532	63,451	-	2,823	2,823	66,274
	Total	\$ 122,368	\$ 148,652	\$ 2,139,934	\$ 416,625	\$ 2,827,580	\$ 275,451	\$ 110,659	\$ 386,109	\$ 3,213,689
ENERGY STAR Products	Internal Admin	\$ 658	\$ 17,210	\$ 15,881	\$ 16,001	\$ 49,750	\$ 3,000	\$ 5,774	\$ 8,773	\$ 58,523
	External Admin	3	2,989	-	124	3,117	11	51	61	3,178
	Rebate/Services	93,779	145,149	1,280,651	246,321	1,765,901	181,659	109,373	291,032	2,056,932
	Implementation Services	6,844	25,082	9,548	-	41,474	11,019	1,442	12,461	53,935
	Marketing	2,480	4,015	34,403	7,903	48,799	4,973	1,213	6,186	54,985
	EM&V	22	998	42,609	10,477	54,106	-	5,515	5,515	59,621
	Total	\$ 103,786	\$ 195,444	\$ 1,383,092	\$ 280,825	\$ 1,963,147	\$ 200,661	\$ 123,366	\$ 324,027	\$ 2,287,174

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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	\$ 706	\$ -	\$ 488	\$ -	\$ 1,194	\$ 293	\$ -	\$ 293	\$ 1,487
	External Admin	1	-	-	-	1	3	-	3	5
	Rebate/Services	-	-	1,341	8,243	9,585	-	40,425	40,425	50,009
	Implementation Services	2,103	-	1,566	2,940	6,609	4,183	980	5,163	11,772
	Marketing	-	-	-	-	-	-	-	-	-
	EM&V	556	-	1,670	777	3,003	-	-	-	3,003
	Total	\$ 3,366	\$ -	\$ 5,065	\$ 11,961	\$ 20,392	\$ 4,479	\$ 41,405	\$ 45,884	\$ 66,276
Total Residential	Internal Admin	\$ 5,084	\$ 44,754	\$ 63,151	\$ 44,720	\$ 157,710	\$ 8,925	\$ 20,656	\$ 29,581	\$ 187,291
	External Admin	444	7,774	-	335	8,553	56	164	221	8,774
	Rebate/Services	271,453	380,181	4,812,743	693,863	6,158,239	519,475	372,370	891,844	7,050,084
	Implementation Services	51,687	58,997	117,501	49,376	277,560	62,818	16,038	78,856	356,416
	Marketing	17,842	10,204	138,590	15,268	181,904	27,161	3,945	31,106	213,011
	EM&V	706	3,955	189,618	29,120	223,399	-	17,940	17,940	241,339
	Total	\$ 347,216	\$ 505,865	\$ 5,321,603	\$ 832,681	\$ 7,007,365	\$ 618,435	\$ 431,114	\$ 1,049,549	\$ 8,056,914
Total %	Internal Admin	1.5%	8.8%	1.2%	5.4%	2.3%	1.4%	4.8%	2.8%	2.3%
	External Admin	0.1%	1.5%	0.0%	0.0%	0.1%	0.0%	0.0%	0.0%	0.1%
	Rebate/Services	78.2%	75.2%	90.4%	83.3%	87.9%	84.0%	86.4%	85.0%	87.5%
	Implementation Services	14.9%	11.7%	2.2%	5.9%	4.0%	10.2%	3.7%	7.5%	4.4%
	Marketing	5.1%	2.0%	2.6%	1.8%	2.6%	4.4%	0.9%	3.0%	2.6%
	EM&V	0.2%	0.8%	3.6%	3.5%	3.2%	0.0%	4.2%	1.7%	3.0%
	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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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	\$ 6,459	\$ 840	\$ 58,825	\$ 25,547	\$ 91,670	\$ 2,177	\$ 13,538	\$ 15,715	\$ 107,385
	External Admin	18	146	-	185	348	27	90	116	465
	Rebate/Services	98,161	4,000	353,883	33,354	489,398	37,579	5,807	43,385	532,784
	Implementation Services	31,368	6,282	180,954	30,388	248,992	34,064	9,576	43,640	292,631
	Marketing	7,471	197	176,702	6,150	190,521	13,031	2,155	15,186	205,707
	EM&V	989	49	108,452	15,631	125,120	-	9,799	9,799	134,919
	Total	\$ 144,465	\$ 11,514	\$ 878,816	\$ 111,255	\$ 1,146,050	\$ 86,877	\$ 40,964	\$ 127,841	\$ 1,273,890
Small Business Energy Solutions	Internal Admin	\$ 2,155	\$ 6,386	\$ 26,074	\$ 22,183	\$ 56,798	\$ 5,809	\$ 8,391	\$ 14,200	\$ 70,998
	External Admin	11	1,109	-	160	1,281	22	56	78	1,358
	Rebate/Services	83,967	45,216	1,056,522	61,575	1,247,281	58,844	69,839	128,684	1,375,964
	Implementation Services	28,641	23,842	242,797	17,854	313,134	24,713	7,370	32,083	345,217
	Marketing	4,756	1,502	153,531	5,341	165,129	10,738	1,335	12,073	177,202
	EM&V	790	370	50,554	13,573	65,287	-	6,073	6,073	71,360
	Total	\$ 120,321	\$ 78,426	\$ 1,529,478	\$ 120,686	\$ 1,848,911	\$ 100,126	\$ 93,064	\$ 193,190	\$ 2,042,101
Municipal	Internal Admin	\$ 766	\$ 2,364	\$ 7,166	\$ 2,682	\$ 12,978	\$ -	\$ -	\$ -	\$ 12,978
	External Admin	2	411	-	17	429	-	-	-	429
	Rebate/Services	6,730	18,286	57,930	93	83,039	-	-	-	83,039
	Implementation Services	3,108	6,315	-	16,923	26,347	-	-	-	26,347
	Marketing	656	556	16,982	540	18,734	-	-	-	18,734
	EM&V	87	137	10,738	1,415	12,377	-	-	-	12,377
	Total	\$ 11,349	\$ 28,068	\$ 92,816	\$ 21,670	\$ 153,903	\$ -	\$ -	\$ -	\$ 153,903
Other*	Internal Admin	\$ 623	\$ -	\$ 3,224	\$ 1,447	\$ 5,295	\$ 630	\$ -	\$ 630	\$ 5,925
	External Admin	1	-	-	-	1	1	-	1	2
	Rebate/Services	276	-	14,749	365	15,390	397	-	397	15,787
	Implementation Services	1,823	-	42,378	2,938	47,139	1,142	148	1,291	48,429
	Marketing	286	-	307	400	993	523	130	653	1,646
	EM&V	765	-	6,892	-	7,657	-	-	-	7,657
	Total	\$ 3,773	\$ -	\$ 67,551	\$ 5,150	\$ 76,475	\$ 2,694	\$ 278	\$ 2,972	\$ 79,447

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

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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	\$ 10,003	\$ 9,589	\$ 95,289	\$ 51,860	\$ 166,741	\$ 8,616	\$ 21,930	\$ 30,545	\$ 197,286
	External Admin	31	1,666	-	362	2,059	49	145	195	2,254
	Rebate/Services	189,135	67,502	1,483,085	95,387	1,835,108	96,820	75,646	172,466	2,007,575
	Implementation Services	64,939	36,440	466,130	68,102	635,611	59,919	17,094	77,013	712,625
	Marketing	13,169	2,255	347,522	12,431	375,377	24,292	3,620	27,912	403,289
	EM&V	2,631	556	176,635	30,619	210,441	-	15,871	15,871	226,313
	Total	\$ 279,909	\$ 118,008	\$ 2,568,661	\$ 258,761	\$ 3,225,338	\$ 189,696	\$ 134,307	\$ 324,003	\$ 3,549,341
Total C&I and Municipal %	Internal Admin	3.6%	8.1%	3.7%	20.0%	5.2%	4.5%	16.3%	9.4%	5.6%
	External Admin	0.0%	1.4%	0.0%	0.1%	0.1%	0.0%	0.1%	0.1%	0.1%
	Rebate/Services	67.6%	57.2%	57.7%	36.9%	56.9%	51.0%	56.3%	53.2%	56.6%
	Implementation Services	23.2%	30.9%	18.1%	26.3%	19.7%	31.6%	12.7%	23.8%	20.1%
	Marketing	4.7%	1.9%	13.5%	4.8%	11.6%	12.8%	2.7%	8.6%	11.4%
	EM&V	0.9%	0.5%	6.9%	11.8%	6.5%	0.0%	11.8%	4.9%	6.4%
	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	\$ 15,087	\$ 54,343	\$ 158,441	\$ 96,580	\$ 324,451	\$ 17,541	\$ 42,586	\$ 60,126	\$ 384,577
	External Admin	476	9,440	-	697	10,612	106	310	415	11,027
	Rebate/Services	460,588	447,682	6,295,827	789,250	7,993,348	616,295	448,016	1,064,311	9,057,658
	Implementation Services	116,626	95,437	583,630	117,478	913,171	122,737	33,132	155,869	1,069,041
	Marketing	31,012	12,459	486,112	27,699	557,281	51,453	7,565	59,019	616,300
	EM&V	3,337	4,511	366,253	59,738	433,840	-	33,811	33,811	467,652
	Total	\$ 627,125	\$ 623,873	\$ 7,890,263	\$ 1,091,442	\$ 10,232,704	\$ 808,131	\$ 565,421	\$ 1,373,552	\$ 11,606,254
Grand Total % (Residential, C&I and Municipal)	Internal Admin	2.4%	8.7%	2.0%	8.8%	3.2%	2.2%	7.5%	4.4%	3.3%
	External Admin	0.1%	1.5%	0.0%	0.1%	0.1%	0.0%	0.1%	0.0%	0.1%
	Rebate/Services	73.4%	71.8%	79.8%	72.3%	78.1%	76.3%	79.2%	77.5%	78.0%
	Implementation Services	18.6%	15.3%	7.4%	10.8%	8.9%	15.2%	5.9%	11.3%	9.2%
	Marketing	4.9%	2.0%	6.2%	2.5%	5.4%	6.4%	1.3%	4.3%	5.3%
	EM&V	0.5%	0.7%	4.6%	5.5%	4.2%	0.0%	6.0%	2.5%	4.0%
	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	
Program Expenses									
Actual	\$ 3,337	\$ 4,511	\$ 366,253	\$ 59,738	\$ 433,840	\$ -	\$ 33,811	\$ 33,811	\$ 467,652

Notes:

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

Status of EM&V Studies:

	Est. Cost	Vendor	Status
Large Business Impact & Process Evaluation	\$282,148	DNV-GL	Under Contract
Baseline & Industry Standard Practice Evaluation	\$151,650	NMR	Under Contract

Evaluations available at: https://www.puc.nh.gov/Electric/Monitoring_Evaluation_Report_List.htm

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On - Bill Financing (OBF)

Description	Electric Utilities				Gas Utilities	
	Liberty Utilities	NHEC	Eversource	Unitil	LU Gas	Unitil Gas
Amount Available to Loan						
On - Bill Financing ¹	\$ 953,000	\$ 296,558	\$ 690,000	\$ 800,250	\$ 875,000	\$ 150,000
Less: Loans	1,088,039	641,140	1,781,041	1,431,313	68,294	2,823
Plus: Loan Payments Received	555,075	579,540	1,472,664	1,142,881	25,383	1,241
Less Bad Debt (\$ Written Off)	22,702	-	-	-	-	-
Current Balance	397,334	234,957	381,623	511,818	832,088	148,418
Less: Loans in Process	-	10,768	-	377,434	-	-
Less: Potential Loans	-	-	-	-	-	-
Amount Available to Loan	\$ 397,334	\$ 224,189	\$ 381,623	\$ 134,384	\$ 832,088	\$ 148,418
Maximum Loans and Maximum Term						
Residential						
Maximum Loan	\$ 2,000	\$ 4,000	\$ 2,000	\$ 4,000	\$ 4,000	\$ 4,000
Maximum Term	2 years	4 years	2 years	4 years	4 years	4 years
Municipal and C&I ^{2 3}						
Maximum Loan	\$ 50,000	\$ -	\$ 20,000	\$ 50,000	\$ 50,000	\$ 50,000
Maximum Term	10 years	SmartStart	SmartStart	10 years	5 years	5 years
Year-to-date Project Financing Information						
Residential						
No. of Projects Financed	1	11	4	4	1	2
Average Loan Amount	\$ 27,263	\$ 1,545	\$ 1,667	\$ 2,791	\$ 2,014	\$ 1,411
Municipal and C&I ²						
No. of Projects Financed	-	-	8	1	-	-
Average Loan Amount	N/A	N/A	29,138	19,887	N/A	N/A

Notes:

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

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

(3) Eversource offers the \$20k max loan offering to Small Business customers and SmartStart to Municipal customers.

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Smart Start Program

Description	NHEC	Eversource
Year-to-Date Amount Available to Loan		
Loan Fund Balance ¹	\$ 827,977	\$ 1,430,834
Less: Year-to-Date Loans	-	213,372
Plus: Loan Repayments (excluding reserve for bad debt)	16,363	115,986
Current Balance	\$ -	\$ 1,333,448
Less: Loans in Process	-	-
Less: Potential Loans	-	-
Less: Future Committed Loans	-	1,402,144
Add: Anticipated Loan Repayments Thru Year End	844,340	-
Amount Available to Loan	\$ -	\$ (68,696)
Year-to-Date Reserve for Bad Debt (Uncollectibles)		
Initial Balance ¹	\$ -	\$ 124,538
Plus: Bad Debt Collections ²	-	8,687
Less: Bad Debt Charges	-	-
Ending Balance	\$ -	\$ 133,225
Year-to-date Administrative and Implementation Expenses ³	\$ -	\$ 8,192
Year-to-date Payments to Contractors Supporting Customer Projects	\$ -	\$ 213,372
Year-to-date Performance Incentive ⁴	\$ -	\$ 10,424
Year-to-date Project Financing Information		
Municipal and C&I ⁵		
No. of Projects Financed	-	2
Total Loan Amount	\$ -	\$ 213,372
Average Loan Amount	\$ -	\$ 106,686
Lifetime kWh Savings ⁶	-	217,336
Lifetime MMBTU Savings ⁶	-	-
Lifetime kWh Savings ⁷	-	-
Lifetime MMBTU Savings ⁷	-	-
Lifetime Electric Bill Savings	\$ -	\$ 33,609

Notes:

- (1) As of January 1, 2021.
- (2) 5% of the loan amount is reserved for uncollectibles.
- (3) Eversource's Annual Budget: \$52,000 (see page 16).
- (4) The performance incentive is based on 6% of the loan repayments.
- (5) C&I not applicable to Eversource; Municipal only.
- (6) Also reported in the applicable C&I program report.
- (7) Incremental savings also reported on Company Specific Programs (see page 15)

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Residential Third Party Financing Option
Funded Through the Statewide 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	\$ 5,791	\$ 11,942	\$ 50,397	\$ 1,500	\$ 69,630	\$ 6,400	\$ 5,300	\$ 11,700	\$ 81,330
Less: Interest Rate Buy-Downs Paid	\$ 322	\$ 1,201	\$ 2,120	\$ -	\$ 3,643	\$ -	\$ -	\$ -	\$ 3,643
Current Balance	\$ 5,469	\$ 10,741	\$ 48,277	\$ 1,500	\$ 65,986	\$ 6,400	\$ 5,300	\$ 11,700	\$ 77,686
Less: Potential Interest Rate Buy-Downs ¹	\$ 844	\$ -	\$ 9,543	\$ -	\$ 10,387	\$ 2,016	\$ -	\$ 2,016	\$ 12,403
Amount Available for Interest Rate Buy-Downs	\$ 4,625	\$ 10,741	\$ 38,733	\$ 1,500	\$ 55,599	\$ 4,384	\$ 5,300	\$ 9,684	\$ 65,283
Year-to-date Project Loan Information									
No. of Projects Financed	1	1	3	-	5	-	-	-	5
Total Project Cost ²	\$ 11,845	\$ 18,477	\$ 67,718	\$ -	\$ 98,040	\$ -	\$ -	\$ -	\$ 98,040
Average Project Cost ²	\$ 11,845	\$ 18,477	\$ 22,573	\$ -	\$ 19,608	\$ -	\$ -	\$ -	\$ 19,608
Total Loan Amount	\$ 3,745	\$ 10,476	\$ 22,135	\$ -	\$ 36,357	\$ -	\$ -	\$ -	\$ 36,357
Average Loan Amount	\$ 3,745	\$ 10,476	\$ 7,378	\$ -	\$ 7,271	\$ -	\$ -	\$ -	\$ 7,271
Average Loan Term (years)	36.0	60.0	4.0	-	21.6	-	-	-	21.6
Total Interest Rate Buy-Down Amount	\$ 322	\$ 1,201	\$ 2,120	\$ -	\$ 3,643	\$ -	\$ -	\$ -	\$ 3,643
Average Interest Rate Buy-Down Amount	\$ 322	\$ 1,201	\$ 707	\$ -	\$ 729	\$ -	\$ -	\$ -	\$ 729
Average Gross Interest Rate	8.00%	6.99%	6.49%	0.00%	6.89%	0.00%	0.00%	0.00%	6.89%
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)	1,455	2,561	2,085	-	2,054	-	-	-	2,054
Total Estimated Annual Space Heating Energy Savings (MMBtu) ³	52	255	249	-	557	-	-	-	557
Average Estimated Annual Space Heating Energy Savings (MMBtu)	7	255	83	-	111	-	-	-	111
No. of Loan Write-offs	-	-	-	-	-	-	-	-	-
Total Loan Write-off Amount	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Pre-paid Interest Rate Buy-Down Amount Associated with Loan Write-off	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Notes:

(1) Includes utility and customer costs.

(2) Also reported in the applicable Residential program reports. Includes space heating savings associated with all fuel sources.

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Electric Programs
Actual Participants Served, Program Expenses, Lifetime kWh and MMBtu Savings

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	4	28,865	7	175,702	79	2,497,779	6	71,130	96	2,773,476
Expenses / Lifetime MMBtu Savings	\$100,629	5,107	\$104,742	3,966	\$1,407,613	58,335	\$88,378	2,061	\$1,701,361	69,468
Home Performance w/ENERGY STAR										
Number of Rebates / Lifetime kWh Savings	68	1,189,012	18	1,138,519	275	9,487,318	76	1,644,075	437	13,458,924
Expenses / Lifetime MMBtu Savings	\$122,368	14,159	\$148,652	40,069	\$2,139,934	493,604	\$416,625	115,573	\$2,827,580	663,405
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	4	53,437	23	1,018,236	207	11,657,036	9	256,173	243	12,984,882
Expenses / Lifetime MMBtu Savings	\$17,067	3,549	\$57,028	1,096	\$385,899	108,576	\$34,892	5,138	\$494,886	118,359
ENERGY STAR Products										
Number of Rebates / Lifetime kWh Savings	2,473	1,559,620	15,473	2,897,149	77,209	18,344,566	24,400	4,216,884	119,555	27,018,219
Expenses / Lifetime MMBtu Savings	\$103,786	787	\$195,444	340	\$1,383,092	(4,567)	\$280,825	(4,125)	\$1,963,147	(7,565)
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	2	5,862,530	0	0	184	16,740,791	3	1,121,789	189	23,725,111
Expenses / Lifetime MMBtu Savings	\$144,465	0	\$11,514	0	\$878,816	(2,973)	\$111,255	(789)	\$1,146,050	(3,762)
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	20	4,754,993	11	691,819	568	56,088,424	23	1,577,859	622	63,113,095
Expenses / Lifetime MMBtu Savings	\$120,321	0	\$78,426	0	\$1,529,478	(23,091)	\$120,686	(650)	\$1,848,911	(23,741)
Municipal Program										
Number of Participants / Lifetime kWh Savings	1	17,255	4	57,053	4	1,243,063	0	0	9	1,317,371
Expenses / Lifetime MMBtu Savings	\$11,349	0	\$28,068	1,110	\$92,816	(458)	\$21,670	0	\$153,903	652
Educational Programs										
Expenses	\$2,840		\$0		\$12,256		\$765		\$15,861	
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	8,806	243,254	0	0	0	0	21,308	261,600	30,114	504,854
Expenses / Lifetime MMBtu Savings	\$4,299	0	\$0	0	\$52,101	0	\$13,408	0	\$69,809	0
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$0		\$8,258		\$0		\$8,258	
Total Program Expenses	\$627,125		\$623,873		\$7,890,263		\$1,088,504		\$10,229,765	

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Electric Programs

Actual Participants 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	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	4	25,867	6	155,143	71	2,246,912	5	64,123	86	2,492,044
Expenses / Lifetime MMBtu Savings	\$90,176	4,576	\$92,486	3,502	\$1,266,238	52,476	\$79,672	1,858	\$1,528,571	62,412
Home Performance w/ENERGY STAR										
Number of Rebates / Lifetime kWh Savings	68	1,189,012	18	1,138,519	275	9,487,318	76	1,644,075	373	12,323,350
Expenses / Lifetime MMBtu Savings	\$122,368	14,159	\$148,652	40,069	\$2,139,934	493,604	\$416,625	115,573	\$2,827,580	652,795
ENERGY STAR Homes										
Number of Homes / Lifetime kWh Savings	4	53,437	23	1,018,236	207	11,657,036	9	256,173	243	12,984,882
Expenses / Lifetime MMBtu Savings	\$17,067	3,549	\$57,028	1,096	\$385,899	108,576	\$34,892	5,138	\$494,886	118,359
ENERGY STAR Products										
Number of Rebates / Lifetime kWh Savings	2,473	1,559,620	15,473	2,897,149	77,209	18,344,566	24,400	4,216,884	117,084	31,321,129
Expenses / Lifetime MMBtu Savings	\$103,786	787	\$195,444	340	\$1,383,092	(4,567)	\$280,825	(4,125)	\$1,963,147	(8,352)
Large Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	2	5,862,530	0	0	184	16,740,791	3	1,121,789	207	22,617,574
Expenses / Lifetime MMBtu Savings	\$144,465	0	\$11,514	0	\$878,816	(2,973)	\$111,255	(789)	\$1,146,050	(3,762)
Small Business Energy Solutions										
Number of Participants / Lifetime kWh Savings	20	4,754,993	11	691,819	568	56,088,424	23	1,577,859	622	63,113,095
Expenses / Lifetime MMBtu Savings	\$120,321	0	\$78,426	0	\$1,529,478	(23,091)	\$120,686	(650)	\$1,848,911	(23,741)
Municipal Program										
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
Educational Programs										
Expenses	\$2,840		\$0		\$12,256		\$765		\$15,861	
Company Specific Programs / FCM Expenses										
Number of Participants / Lifetime kWh Savings	8,806	243,254	0	0	0	0	21,308	261,600	30,114	504,854
Expenses / Lifetime MMBtu Savings	\$4,299	0	\$0	0	\$52,101	0	\$13,408	0	\$69,809	0
Smart Start (NHEC/PSNH), RLF (UES)										
Expenses	\$0		\$0		\$8,258		\$0		\$8,258	
Total Program Expenses	\$605,323		\$583,549		\$7,656,072		\$1,058,128		\$9,903,072	

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

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Electric Programs

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

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

	LU Electric		NHEC		Eversource		Unitil Electric		Total	
Home Energy Assistance										
Number of Units / Lifetime kWh Savings	0	2,998	1	20,559	8	250,867	1	7,007	10	281,431
Expenses / Lifetime MMBtu Savings	\$10,453	530	\$12,256	464	\$141,375	5,859	\$8,706	203	\$172,790	7,056
Municipal Program										
Number of Participants / Lifetime kWh Savings	1	17,255	4	57,053	4	1,243,063	0	0	9	1,317,371
Expenses / Lifetime MMBtu Savings	\$11,349	0	\$28,068	1,110	\$92,816	(458)	\$21,670	0	\$153,903	652
Total Program Expenses	\$21,802		\$40,324		\$234,191		\$30,376		\$326,693	

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

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Gas Programs
 Actual Participants Served, Program Expenses, Lifetime kWh and MMBtu Savings

	LU-Gas		Unitil-Gas		Total	
Home Energy Assistance						
Number of Units	9		7		16	
Expenses / Lifetime MMBtu Savings	\$79,298	6,349	\$126,722	22,033	\$206,020	28,382
Home Performance w/ENERGY STAR						
Number of Units	164		30		194	
Expenses / Lifetime MMBtu Savings	\$275,451	85,481	\$110,659	26,260	\$386,109	111,741
ENERGY STAR Homes						
Number of Homes	121		10		131	
Expenses / Lifetime MMBtu Savings	\$58,546	58,469	\$28,962	10,722	\$87,508	69,190
ENERGY STAR Products						
Number of Rebates	330		151		481	
Expenses / Lifetime MMBtu Savings	\$200,661	39,506	\$123,366	28,670	\$324,027	68,176
Large Business Energy Solutions						
Number of Participants	4		0		4	
Expenses / Lifetime MMBtu Savings	\$86,877	15,568	\$40,964	0	\$127,841	15,568
Small Business Energy Solutions						
Number of Participants	332		32		364	
Expenses / Lifetime MMBtu Savings	\$100,126	28,148	\$93,064	20,820	\$193,190	48,968
Educational Programs						
Expenses	\$2,694		\$278		\$2,972	
Company Specific Programs / FCM Expenses						
Number of Participants	23,554		0		23,554	
Expenses / Lifetime MMBtu Savings	\$4,479	5,686	\$41,405	0	\$45,884	5,686
Total Program Expenses	\$808,131		\$565,421		\$1,373,552	

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Demand Reduction Initiative

Description		Electric Utilities		Grand Total
		Eversource	Unitil	
C&I DR Program Expenses	Actual	\$ 41,228	\$ 2,938	\$ 44,166
Program Participation	Actual	-	-	-
kW Savings	Actual	-	-	-
Residential DR Program Expenses	Actual	\$ 2,637	\$ 10,497	\$ 13,134
Program Participation	Actual	-	-	-
kW Savings	Actual	-	-	-

Notes:

1) A detailed description of the Demand Reduction Initiative is included in the 2020 Demand Reduction Initiatives Supplemental Information filing in Docket No. DE 17-136 dated February 28, 2020.