

Eversource			
	Utility Costs (\$000 - 2021\$)		Customer Costs (\$000 - 2021\$)
Residential Programs			
B1 - Home Energy Assistance	\$	9,033.6	-
A1 - Energy Star Homes	\$	1,925.9	\$ 803.9
A2 - Home Performance with Energy Star	\$	7,027.4	\$ 1,586.3
A3 - Energy Star Products	\$	5,711.9	\$ 738.7
A4 - Residential Behavior	\$	-	\$ -
Non-energy Saving (pilots, education, etc.)	\$	160.2	\$ -
Sub-Total Residential	\$	23,859.1	\$ 3,128.9
Commercial, Industrial & Municipal			
C1 - Large Business Energy Solutions	\$	9,926.2	\$ 9,178.0
C2 - Small Business Energy Solutions	\$	10,679.1	\$ 5,997.1
C3 - Municipal Energy Solutions	\$	1,364.3	\$ 1,264.0
Non-energy Saving (pilots, education, etc.)	\$	383.5	\$ -
Sub-Total Commercial and Industrial	\$	22,353.2	\$ 16,439.1
Total	\$	46,230.9	\$ 19,568.0

Unitil Electric			
	Utility Costs (\$000 - 2021\$)		Customer Costs (\$000 - 2021\$)
Residential Programs			
B1 - Home Energy Assistance	\$	1,730.7	\$ -
A1 - Energy Star Homes	\$	165.8	\$ 56.1
A2 - Home Performance with Energy Star	\$	987.1	\$ 246.9
A3 - Energy Star Products	\$	1,043.2	\$ 155.8
A4 - Residential Behavior	\$	163.7	\$ -
Non-energy Saving (pilots, education, etc.)	\$	73.5	\$ -
Sub-Total Residential	\$	4,164.1	\$ 458.8

Commercial, Industrial & Municipal			
C1 - Large Business Energy Solutions	\$	1,530.0	\$ 1,789.3
C2 - Small Business Energy Solutions	\$	1,474.9	\$ 1,282.7
C3 - Municipal Energy Solutions	\$	223.5	\$ 274.8
Non-energy Saving (pilots, education, etc.)	\$	191.4	\$ -
Sub-Total Commercial and Industrial	\$	3,419.8	\$ 3,346.8
Total	\$	7,583.9	\$ 3,805.6

Unitil Gas			
	Utility Costs (\$000 - 2021\$)		Customer Costs (\$000 - 2021\$)
Residential Programs			
B1 - Home Energy Assistance	\$	401.7	\$ -
A1 - Energy Star Homes	\$	120.5	\$ 41.5
A2 - Home Performance with Energy Star	\$	447.2	\$ 105.1
A3 - Energy Star Products	\$	336.8	\$ 302.3
A4 - Residential Behavior	\$	25.3	\$ -
Non-energy Saving (pilots, education, etc.)	\$	-	\$ -
Sub-Total Residential	\$	1,331.5	\$ 448.8
Commercial, Industrial & Municipal			
C1 - Large Business Energy Solutions	\$	447.7	\$ 148.6
C2 - Small Business Energy Solutions	\$	483.7	\$ 113.2
Non-energy Saving (pilots, education, etc.)	\$	3.7	\$ -
Sub-Total Commercial and Industrial	\$	935.1	\$ 261.7
Total	\$	2,266.6	\$ 710.5

Liberty Electric			
	Utility Costs (\$000 - 2021\$)		Customer Costs (\$000 - 2021\$)
Residential Programs			
B1 - Home Energy Assistance	\$	1,128.0	\$ -

A1 - Energy Star Homes	\$	159.0	\$	45.0
A2 - Home Performance with Energy Star	\$	618.0	\$	154.0
A3 - Energy Star Products	\$	493.0	\$	34.0
A4 - Home Energy Reports	\$	79.0	\$	-
Non-energy Saving (pilots, education, etc.)	\$	13.0	\$	-
Sub-Total Residential	\$	2,491.0	\$	233.0
Commercial, Industrial & Municipal				
C1 - Large Business Energy Solutions	\$	1,340.0	\$	2,215.0
C2 - Small Business Energy Solutions	\$	1,608.0	\$	2,293.0
C3 - Municipal Energy Solutions	\$	167.0	\$	529.0
Non-energy Saving (pilots, education, etc.)	\$	39.4	\$	-
Sub-Total Commercial and Industrial	\$	3,154.0	\$	5,037.0
Total	\$	5,645.0	\$	5,270.0

Liberty Gas			
	Utility Costs (\$000 - 2021\$)		Customer Costs (\$000 - 2021\$)
Residential Programs			
B1 - Home Energy Assistance	\$	1,649.0	\$ -
A1 - Energy Star Homes	\$	561.0	\$ 472.0
A2 - Home Performance with Energy Star	\$	1,280.0	\$ 305.0
A3 - Energy Star Products	\$	836.0	\$ 875.0
A4 - Home Energy Reports	\$	218.0	\$ -
Sub-Total Residential	\$	4,544.0	\$ 1,652.0
Commercial, Industrial & Municipal			
C1 - Large Business Energy Solutions	\$	1,804.0	\$ 2,527.0
C2 - Small Business Energy Solutions	\$	1,549.0	\$ 1,706.0
Non-energy Saving (pilots, education, etc.)	\$	22.0	\$ -
Sub-Total Commercial and Industrial	\$	3,374.0	\$ 4,233.0
Total	\$	7,918.0	\$ 5,885.0

NH Electric Cooperative

	Utility Costs (\$000 - 2021\$)	Customer Costs (\$000 - 2021\$)
Residential Programs		
B1 - Home Energy Assistance	\$ 687.2	\$ -
A1 - Energy Star Homes	\$ 203.7	\$ 119.4
A2 - Home Performance with Energy Star	\$ 1,153.5	\$ 334.6
A3 - Energy Star Products	\$ 1,185.8	\$ (72.0)
A4 - Residential Behavior	\$ -	\$ -
Non-energy Saving (pilots, education, etc.)	\$ 4.0	\$ -
Sub-Total Residential	\$ 3,234.2	\$ 382.0
Commercial, Industrial & Municipal		
C1 - Large Business Energy Solutions	\$ 457.6	\$ 544.5
C2 - Small Business Energy Solutions	\$ 420.3	\$ 332.2
C3 - Municipal Energy Solutions	\$ 124.8	\$ 41.6
Non-energy Saving (pilots, education, etc.)	\$ 16.9	\$ -
Sub-Total Commercial and Industrial	\$ 1,019.6	\$ 918.3
Total	\$ 4,253.8	\$ 1,300.3

0.00% Real Discount Rate					1.41% Real Discount Rate (3.25% Nominal)		
Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR		Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	
\$ 15,181.1	\$ 15,181.1	1.68	1.68		\$ 13,218.6	\$ 13,218.6	
\$ 20,355.5	\$ 25,167.5	10.57	9.22		\$ 17,145.4	\$ 21,204.1	
\$ 64,640.3	\$ 79,764.3	9.20	9.26		\$ 54,532.7	\$ 67,320.3	
\$ 11,125.7	\$ 13,716.7	1.95	2.13		\$ 10,281.3	\$ 12,676.8	
\$ -	\$ -				\$ -	\$ -	
\$ -	\$ -				\$ -	\$ -	
\$ 111,302.6	\$ 133,829.6	4.67	4.96		\$ 95,178.0	\$ 114,419.8	
\$ 47,574.1	\$ 52,344.9	4.79	2.74		\$ 43,588.3	\$ 47,959.4	
\$ 46,674.5	\$ 51,374.2	4.37	3.08		\$ 42,958.3	\$ 47,283.7	
\$ 5,771.7	\$ 6,341.6	4.23	2.41		\$ 5,167.9	\$ 5,678.7	
\$ -	\$ -				\$ -	\$ -	
\$ 100,020.4	\$ 110,060.7	4.47	2.84		\$ 91,714.6	\$ 100,921.9	
\$ 211,323.0	\$ 243,890.2	4.57	3.71		\$ 186,892.6	\$ 215,341.7	

0.00% Real Discount Rate					1.41% Real Discount Rate (3.25% Nominal)		
Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR		Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	
\$ 1,877.6	\$ 1,877.6	1.08	1.08		\$ 1,756.1	\$ 1,756.1	
\$ 1,470.6	\$ 1,817.5	8.87	8.19		\$ 1,304.2	\$ 1,612.4	
\$ 3,004.0	\$ 3,709.5	3.04	3.01		\$ 2,698.2	\$ 3,333.2	
\$ 1,600.3	\$ 1,977.0	1.53	1.65		\$ 1,586.8	\$ 1,960.0	
\$ 238.1	\$ 297.6	1.45	1.82		\$ 250.0	\$ 312.5	
\$ -	\$ -				\$ -	\$ -	
\$ 8,190.7	\$ 9,679.3	1.97	2.09		\$ 7,595.3	\$ 8,974.2	

\$	4,655.4	\$	5,123.2	3.04	1.54	\$	4,553.5	\$	5,011.1
\$	5,251.1	\$	5,777.6	3.56	2.10	\$	5,131.2	\$	5,645.7
\$	500.3	\$	550.6	2.24	1.11	\$	493.7	\$	543.4
\$	-	\$	-			\$	-	\$	-
\$	10,406.7	\$	11,451.5	3.04	1.69	\$	10,178.4	\$	11,200.2
\$	18,597.4	\$	21,130.8	2.45	1.86	\$	17,773.7	\$	20,174.4

0.00% Real Discount Rate					1.41% Real Discount Rate (3.25% Nominal)	
Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR		Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)
\$ 551.9	\$ 551.9	1.37	1.37		\$ 483.4	\$ 483.4
\$ 351.4	\$ 396.3	2.92	2.45		\$ 296.1	\$ 334.2
\$ 890.0	\$ 1,005.3	1.99	1.82		\$ 757.8	\$ 856.5
\$ 759.5	\$ 859.4	2.26	1.34		\$ 670.6	\$ 759.0
\$ 63.9	\$ 72.8	2.52	2.88		\$ 63.5	\$ 72.3
\$ -	\$ -				\$ -	\$ -
\$ 2,616.8	\$ 2,885.6	1.97	1.62		\$ 2,271.4	\$ 2,505.4
\$ 1,767.5	\$ 1,996.7	3.95	3.35		\$ 1,589.3	\$ 1,795.9
\$ 1,058.8	\$ 1,171.1	2.19	1.96		\$ 957.9	\$ 1,058.7
\$ -	\$ -				\$ -	\$ -
\$ 2,826.2	\$ 3,167.8	3.02	2.65		\$ 2,547.2	\$ 2,854.7
\$ 5,443.0	\$ 6,053.5	2.40	2.03		\$ 4,818.6	\$ 5,360.1

0.00% Real Discount Rate					1.41% Real Discount Rate (3.25% Nominal)			
Granite State		Total Resource			Granite State		Total Resource	
Test Benefits	Cost Test	Granite State	Total Resource		Test Benefits	Cost Test	Total Resource	
(\$000)	Benefits (\$000)	Test BCR	Cost Test BCR		(\$000)	Benefits (\$000)		
\$	1,149.4	\$	1,149.4	1.02	\$	1,005.8	\$	1,005.8

\$	3,046.0	\$	3,765.6	19.16	18.46	\$	2,549.7	\$	3,152.8
\$	5,363.3	\$	6,614.6	8.68	8.57	\$	4,534.0	\$	5,594.3
\$	755.3	\$	926.9	1.53	1.76	\$	687.7	\$	843.7
\$	169.8	\$	212.3	2.15	2.69	\$	168.6	\$	210.8
\$	-	\$	-			\$	-	\$	-
\$	10,483.8	\$	12,668.8	4.21	4.65	\$	8,945.8	\$	10,807.4
\$	4,975.3	\$	5,476.0	3.71	1.54	\$	4,505.7	\$	4,959.1
\$	4,237.6	\$	4,663.6	2.64	1.20	\$	3,868.7	\$	4,257.6
\$	1,310.4	\$	1,432.0	7.85	2.06	\$	1,110.1	\$	1,213.6
\$	-	\$	-			\$	-	\$	-
\$	10,523.3	\$	11,571.6	3.34	1.41	\$	9,484.6	\$	10,430.3
\$	21,007.1	\$	24,240.4	3.72	2.22	\$	18,430.4	\$	21,237.7

0.00% Real Discount Rate					1.41% Real Discount Rate (3.25% Nominal)				
Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR		Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)			
\$	1,789.5	\$	1,789.5	1.09	\$	1,529.8	\$	1,529.8	
\$	1,580.0	\$	1,781.3	2.82	\$	1,323.8	\$	1,493.5	
\$	4,976.6	\$	5,617.4	3.89	\$	4,212.7	\$	4,758.4	
\$	2,869.5	\$	3,249.7	3.43	\$	2,555.8	\$	2,895.3	
\$	221.2	\$	252.1	1.01	\$	219.7	\$	250.3	
\$	11,437.0	\$	12,690.0	2.52	\$	9,841.9	\$	10,927.4	
\$	7,755.0	\$	8,763.9	4.30	\$	6,895.8	\$	7,796.0	
\$	4,979.1	\$	5,519.7	3.21	\$	4,385.2	\$	4,858.6	
\$	-	\$	-	-	\$	-	\$	-	
\$	12,734.1	\$	14,283.6	3.77	\$	11,281.0	\$	12,654.6	
\$	24,171.1	\$	26,973.7	3.05	\$	21,122.9	\$	23,582.0	

0.00% Real Discount Rate					1.41% Real Discount Rate (3.25% Nominal)	
Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR		Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)
\$ 899.5	\$ 899.5	1.31	1.31		\$ 791.1	\$ 791.1
\$ 1,974.1	\$ 2,451.6	9.69	7.59		\$ 1,663.8	\$ 2,066.7
\$ 8,513.5	\$ 10,525.1	7.38	7.07		\$ 7,334.4	\$ 9,069.9
\$ 1,693.2	\$ 2,090.6	1.43	1.88		\$ 1,581.5	\$ 1,953.2
\$ -	\$ -				\$ -	\$ -
\$ -	\$ -				\$ -	\$ -
\$ 13,080.2	\$ 15,966.7	4.04	4.42		\$ 11,370.8	\$ 13,880.9
\$ 1,622.0	\$ 1,784.8	3.54	1.78		\$ 1,480.1	\$ 1,628.6
\$ 894.3	\$ 984.0	2.13	1.31		\$ 822.8	\$ 905.5
\$ 468.3	\$ 513.7	3.75	3.09		\$ 407.0	\$ 446.6
\$ -	\$ -				\$ -	\$ -
\$ 2,984.5	\$ 3,282.5	2.93	1.69		\$ 2,709.9	\$ 2,980.6
\$ 16,064.8	\$ 19,249.2	3.78	3.47		\$ 14,080.8	\$ 16,861.5

nt Rate (2021 rate) (Discount Rate)		3.00% Real Discount Rate (implied 4.87% Nominal Discount Rate)			
Granite State Test BCR	Total Resource Cost Test BCR	Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR
1.46	1.46	\$ 11,444.1	\$ 11,444.1	1.27	1.27
8.90	7.77	\$ 14,344.3	\$ 17,744.9	7.45	6.50
7.76	7.82	\$ 45,688.0	\$ 56,427.2	6.50	6.55
1.80	1.97	\$ 9,463.6	\$ 11,670.2	1.66	1.81
		\$ -	\$ -		
		\$ -	\$ -		
3.99	4.24	\$ 80,940.1	\$ 97,286.4	3.39	3.60
4.39	2.51	\$ 39,697.8	\$ 43,678.8	4.00	2.29
4.02	2.84	\$ 39,301.6	\$ 43,258.8	3.68	2.59
3.79	2.16	\$ 4,601.5	\$ 5,056.8	3.37	1.92
		\$ -	\$ -		
4.10	2.60	\$ 83,601.0	\$ 91,994.4	3.74	2.37
4.04	3.27	\$ 164,541.0	\$ 189,280.8	3.56	2.88

nt Rate (2021 rate) (Discount Rate)		3.00% Real Discount Rate (implied 4.87% Nominal Discount Rate)			
Granite State Test BCR	Total Resource Cost Test BCR	Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR
1.01	1.01	\$ 1,534.5	\$ 1,534.5	0.89	0.89
7.86	7.27	\$ 1,088.8	\$ 1,346.7	6.57	6.07
2.73	2.70	\$ 2,282.7	\$ 2,821.0	2.31	2.29
1.52	1.63	\$ 1,480.0	\$ 1,828.7	1.42	1.53
1.53	1.91	\$ 248.1	\$ 310.2	1.52	1.89
		\$ -	\$ -		
1.82	1.94	\$ 6,634.2	\$ 7,841.0	1.59	1.70

2.98	1.51	\$	4,192.8	\$	4,614.2	2.74	1.39
3.48	2.05	\$	4,716.2	\$	5,189.1	3.20	1.88
2.21	1.09	\$	458.1	\$	504.2	2.05	1.01
		\$	-	\$	-		
2.98	1.66	\$	9,367.1	\$	10,307.5	2.74	1.52
2.34	1.77	\$	16,001.3	\$	18,148.5	2.11	1.59

Discount Rate (2021 rate) (Discount Rate)		3.00% Real Discount Rate (implied 4.87% Nominal Discount Rate)					
Granite State Test BCR	Total Resource Cost Test BCR	Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR		
1.20	1.20	\$ 421.0	\$ 421.0	1.05	1.05		
2.46	2.06	\$ 247.9	\$ 280.0	2.06	1.73		
1.69	1.55	\$ 641.3	\$ 725.4	1.43	1.31		
1.99	1.19	\$ 587.7	\$ 665.5	1.74	1.04		
2.51	2.86	\$ 63.0	\$ 71.7	2.49	2.83		
		\$ -	\$ -				
1.71	1.41	\$ 1,960.9	\$ 2,163.6	1.47	1.22		
3.55	3.01	\$ 1,418.9	\$ 1,603.8	3.17	2.69		
1.98	1.77	\$ 863.0	\$ 953.2	1.78	1.60		
		\$ -	\$ -				
2.72	2.39	\$ 2,281.9	\$ 2,556.9	2.44	2.14		
2.13	1.80	\$ 4,242.9	\$ 4,720.5	1.87	1.59		

Discount Rate (2021 rate) (Discount Rate)		3.00% Real Discount Rate (implied 4.87% Nominal Discount Rate)					
Granite State Test BCR	Total Resource Cost Test BCR	Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR		
0.89	0.89	\$ 876.0	\$ 876.0	0.78	0.78		

16.04	15.45	\$	2,118.9	\$	2,620.7	13.33	12.85
7.34	7.25	\$	3,806.8	\$	4,699.3	6.16	6.09
1.39	1.60	\$	622.8	\$	763.9	1.26	1.45
2.13	2.67	\$	167.3	\$	209.1	2.12	2.65
3.59	3.97	\$	7,591.8	\$	9,169.0	3.05	3.37
3.36	1.39	\$	4,056.2	\$	4,464.4	3.03	1.26
2.41	1.09	\$	3,509.5	\$	3,862.2	2.18	0.99
6.65	1.74	\$	934.6	\$	1,022.1	5.60	1.47
3.01	1.27	\$	8,500.2	\$	9,348.6	2.70	1.14
3.26	1.95	\$	16,092.0	\$	18,517.6	2.85	1.70

Discount Rate (2021 rate) (Discount Rate)		3.00% Real Discount Rate (implied 4.87% Nominal Discount Rate)					
Granite State Test BCR	Total Resource Cost Test BCR	Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR		
0.93	0.93	\$ 1,299.8	\$ 1,299.8	0.79	0.79		
2.36	1.45	\$ 1,101.4	\$ 1,243.6	1.96	1.20		
3.29	3.00	\$ 3,543.8	\$ 4,005.8	2.77	2.53		
3.06	1.69	\$ 2,260.4	\$ 2,561.5	2.70	1.50		
1.01	1.15	\$ 218.0	\$ 248.4	1.00	1.14		
2.17	1.76	\$ 8,423.4	\$ 9,359.1	1.85	1.51		
3.82	1.80	\$ 6,093.5	\$ 6,891.9	3.38	1.59		
2.83	1.49	\$ 3,842.3	\$ 4,254.5	2.48	1.31		
-	-	\$ -	\$ -	-	-		
3.34	1.66	\$ 9,935.7	\$ 11,146.4	2.94	1.47		
2.67	1.71	\$ 18,359.2	\$ 20,505.5	2.32	1.49		

Discount Rate (2021 rate) (Discount Rate)		3.00% Real Discount Rate (implied 4.87% Nominal Discount Rate)			
Granite State Test BCR	Total Resource Cost Test BCR	Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR
1.15	1.15	\$ 690.9	\$ 690.9	1.01	1.01
8.17	6.40	\$ 1,393.0	\$ 1,730.5	6.84	5.36
6.36	6.10	\$ 6,268.5	\$ 7,754.2	5.43	5.21
1.33	1.75	\$ 1,472.3	\$ 1,818.8	1.24	1.63
		\$ -	\$ -		
		\$ -	\$ -		
3.52	3.84	\$ 9,824.7	\$ 11,994.4	3.04	3.32
3.23	1.63	\$ 1,343.6	\$ 1,478.4	2.94	1.48
1.96	1.20	\$ 753.2	\$ 828.8	1.79	1.10
3.26	2.68	\$ 351.8	\$ 386.1	2.82	2.32
		\$ -	\$ -		
2.66	1.54	\$ 2,448.6	\$ 2,693.3	2.40	1.39
3.31	3.04	\$ 12,273.3	\$ 14,687.7	2.89	2.64

5.50% Real Discount Rate (implied 7.41% Nominal Discount Rate)					8.00% Real D (implied 9.96% Norr		
Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR		Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	
\$ 9,325.3	\$ 9,325.3	1.03	1.03		\$ 7,783.1	\$ 7,783.1	
\$ 11,151.0	\$ 13,800.2	5.79	5.06		\$ 8,950.7	\$ 11,081.0	
\$ 35,568.5	\$ 43,958.1	5.06	5.10		\$ 28,566.8	\$ 35,325.5	
\$ 8,400.8	\$ 10,362.3	1.47	1.61		\$ 7,549.5	\$ 9,315.0	
\$ -	\$ -				\$ -	\$ -	
\$ -	\$ -				\$ -	\$ -	
\$ 64,445.7	\$ 77,445.9	2.70	2.87		\$ 52,850.0	\$ 63,504.6	
\$ 34,600.0	\$ 38,069.8	3.49	1.99		\$ 30,490.7	\$ 33,548.5	
\$ 34,463.1	\$ 37,932.9	3.23	2.27		\$ 30,520.7	\$ 33,593.5	
\$ 3,893.4	\$ 4,279.1	2.85	1.63		\$ 3,350.3	\$ 3,682.5	
\$ -	\$ -				\$ -	\$ -	
\$ 72,956.5	\$ 80,281.8	3.26	2.07		\$ 64,361.8	\$ 70,824.5	
\$ 137,402.2	\$ 157,727.7	2.97	2.40		\$ 117,211.8	\$ 134,329.0	

5.50% Real Discount Rate (implied 7.41% Nominal Discount Rate)					8.00% Real D (implied 9.96% Norr		
Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR		Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	
\$ 1,263.2	\$ 1,263.2	0.73	0.73		\$ 1,063.3	\$ 1,063.3	
\$ 842.1	\$ 1,042.1	5.08	4.70		\$ 673.4	\$ 833.8	
\$ 1,798.5	\$ 2,223.9	1.82	1.80		\$ 1,460.5	\$ 1,806.9	
\$ 1,337.1	\$ 1,652.9	1.28	1.38		\$ 1,221.1	\$ 1,510.2	
\$ 245.1	\$ 306.4	1.50	1.87		\$ 242.3	\$ 302.8	
\$ -	\$ -				\$ -	\$ -	
\$ 5,486.0	\$ 6,488.6	1.32	1.40		\$ 4,660.5	\$ 5,517.0	

\$	3,706.7	\$	4,079.2	2.42	1.23	\$	3,309.0	\$	3,641.6
\$	4,158.6	\$	4,575.6	2.82	1.66	\$	3,704.2	\$	4,075.6
\$	409.2	\$	450.3	1.83	0.90	\$	368.4	\$	405.5
\$	-	\$	-			\$	-	\$	-
\$	8,274.4	\$	9,105.1	2.42	1.35	\$	7,381.6	\$	8,122.6
\$	13,760.4	\$	15,593.7	1.81	1.37	\$	12,042.1	\$	13,639.7

5.50% Real Discount Rate (implied 7.41% Nominal Discount Rate)					8.00% Real D (implied 9.96% Norr		
Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)		Granite State Test BCR	Total Resource Cost Test BCR	Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	
\$ 346.1	\$ 346.1		0.86	0.86	\$ 290.7	\$ 290.7	
\$ 193.1	\$ 218.3		1.60	1.35	\$ 155.2	\$ 175.6	
\$ 507.4	\$ 574.4		1.13	1.04	\$ 413.2	\$ 468.2	
\$ 485.9	\$ 550.5		1.44	0.86	\$ 409.1	\$ 463.7	
\$ 62.2	\$ 70.9		2.46	2.80	\$ 61.5	\$ 70.1	
\$ -	\$ -				\$ -	\$ -	
\$ 1,594.7	\$ 1,760.2		1.20	0.99	\$ 1,329.6	\$ 1,468.3	
\$ 1,202.3	\$ 1,359.6		2.69	2.28	\$ 1,032.6	\$ 1,168.1	
\$ 744.4	\$ 821.2		1.54	1.38	\$ 652.2	\$ 718.7	
\$ -	\$ -				\$ -	\$ -	
\$ 1,946.7	\$ 2,180.8		2.08	1.82	\$ 1,684.8	\$ 1,886.8	
\$ 3,541.4	\$ 3,941.0		1.56	1.32	\$ 3,014.4	\$ 3,355.0	

5.50% Real Discount Rate (implied 7.41% Nominal Discount Rate)					8.00% Real D (implied 9.96% Norr		
Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)		Granite State Test BCR	Total Resource Cost Test BCR	Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	
\$ 720.8	\$ 720.8		0.64	0.64	\$ 607.5	\$ 607.5	

\$	1,631.2	\$	2,018.2	10.26	9.89	\$	1,298.2	\$	1,606.7
\$	2,972.5	\$	3,671.8	4.81	4.76	\$	2,393.3	\$	2,958.1
\$	539.5	\$	661.6	1.09	1.26	\$	473.9	\$	581.0
\$	165.3	\$	206.7	2.09	2.62	\$	163.4	\$	204.3
\$	6,029.3	\$	7,279.1	2.42	2.67	\$	4,936.2	\$	5,957.6
\$	3,480.7	\$	3,830.9	2.60	1.08	\$	3,028.1	\$	3,332.8
\$	3,040.3	\$	3,345.9	1.89	0.86	\$	2,664.0	\$	2,931.6
\$	733.1	\$	802.2	4.39	1.15	\$	593.1	\$	649.3
\$	7,254.1	\$	7,979.0	2.30	0.97	\$	6,285.2	\$	6,913.8
\$	13,283.5	\$	15,258.1	2.35	1.40	\$	11,221.4	\$	12,871.3

5.50% Real Discount Rate (implied 7.41% Nominal Discount Rate)					8.00% Real D (implied 9.96% Nor	
Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)		Granite State Test BCR	Total Resource Cost Test BCR	Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)
\$ 1,032.4	\$	1,032.4	0.63	0.63	\$ 843.8	\$ 843.8
\$ 849.8	\$	960.6	1.51	0.93	\$ 678.0	\$ 767.2
\$ 2,777.5	\$	3,142.9	2.17	1.98	\$ 2,246.2	\$ 2,544.2
\$ 1,890.6	\$	2,143.5	2.26	1.25	\$ 1,607.9	\$ 1,823.8
\$ 215.4	\$	245.4	0.99	1.13	\$ 212.9	\$ 242.5
\$ 6,765.7	\$	7,524.9	1.49	1.21	\$ 5,588.8	\$ 6,221.6
\$ 5,098.9	\$	5,770.7	2.83	1.33	\$ 4,346.2	\$ 4,921.6
\$ 3,184.9	\$	3,523.5	2.06	1.08	\$ 2,698.4	\$ 2,983.0
\$ -	\$	-	-	-	\$ -	\$ -
\$ 8,283.8	\$	9,294.2	2.46	1.22	\$ 7,044.7	\$ 7,904.7
\$ 15,049.5	\$	16,819.1	1.90	1.22	\$ 12,633.5	\$ 14,126.3

5.50% Real Discount Rate (implied 7.41% Nominal Discount Rate)					8.00% Real D (implied 9.96% Nor		
Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR		Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	
\$ 568.8	\$ 568.8	0.83	0.83		\$ 477.5	\$ 477.5	
\$ 1,085.3	\$ 1,348.7	5.33	4.18		\$ 872.4	\$ 1,084.4	
\$ 5,006.8	\$ 6,196.3	4.34	4.16		\$ 4,093.9	\$ 5,068.5	
\$ 1,329.0	\$ 1,642.6	1.12	1.47		\$ 1,212.0	\$ 1,498.6	
\$ -	\$ -				\$ -	\$ -	
\$ -	\$ -				\$ -	\$ -	
\$ 7,990.0	\$ 9,756.4	2.47	2.70		\$ 6,655.7	\$ 8,128.9	
\$ 1,168.3	\$ 1,285.5	2.55	1.28		\$ 1,028.3	\$ 1,131.6	
\$ 662.1	\$ 728.6	1.58	0.97		\$ 588.1	\$ 647.1	
\$ 286.6	\$ 314.5	2.30	1.89		\$ 239.1	\$ 262.5	
\$ -	\$ -				\$ -	\$ -	
\$ 2,117.0	\$ 2,328.7	2.08	1.20		\$ 1,855.5	\$ 2,041.2	
\$ 10,107.0	\$ 12,085.1	2.38	2.18		\$ 8,511.2	\$ 10,170.1	

Discount Rate (Nominal Discount Rate)		10.00% Real Discount Rate (implied 11.99% Nominal Discount Rate)			
Granite State Test BCR	Total Resource Cost Test BCR	Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR
0.86	0.86	\$ 6,836.7	\$ 6,836.7	0.76	0.76
4.65	4.06	\$ 7,661.3	\$ 9,487.0	3.98	3.48
4.07	4.10	\$ 24,449.8	\$ 30,246.9	3.48	3.51
1.32	1.44	\$ 6,984.6	\$ 8,620.2	1.22	1.34
		\$ -	\$ -		
		\$ -	\$ -		
2.22	2.35	\$ 45,932.4	\$ 55,190.9	1.93	2.05
3.07	1.76	\$ 27,757.9	\$ 30,541.6	2.80	1.60
2.86	2.01	\$ 27,876.7	\$ 30,683.1	2.61	1.84
2.46	1.40	\$ 3,002.6	\$ 3,300.5	2.20	1.26
		\$ -	\$ -		
2.88	1.83	\$ 58,637.2	\$ 64,525.2	2.62	1.66
2.54	2.04	\$ 104,569.6	\$ 119,716.2	2.26	1.82

Discount Rate (Nominal Discount Rate)		10.00% Real Discount Rate (implied 11.99% Nominal Discount Rate)			
Granite State Test BCR	Total Resource Cost Test BCR	Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR
0.61	0.61	\$ 938.7	\$ 938.7	0.54	0.54
4.06	3.76	\$ 574.9	\$ 712.1	3.47	3.21
1.48	1.46	\$ 1,259.3	\$ 1,558.6	1.28	1.26
1.17	1.26	\$ 1,142.6	\$ 1,413.6	1.10	1.18
1.48	1.85	\$ 240.0	\$ 300.1	1.47	1.83
		\$ -	\$ -		
1.12	1.19	\$ 4,155.5	\$ 4,923.0	1.00	1.06

2.16	1.10	\$	3,039.6	\$	3,345.0	1.99	1.01
2.51	1.48	\$	3,397.3	\$	3,737.9	2.30	1.36
1.65	0.81	\$	340.3	\$	374.6	1.52	0.75
		\$	-	\$	-		
2.16	1.20	\$	6,777.2	\$	7,457.5	1.98	1.10
1.59	1.20	\$	10,932.7	\$	12,380.5	1.44	1.09

Discount Rate (Nominal Discount Rate)		10.00% Real Discount Rate (implied 11.99% Nominal Discount Rate)			
Granite State Test BCR	Total Resource Cost Test BCR	Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR
0.72	0.72	\$ 256.5	\$ 256.5	0.64	0.64
1.29	1.08	\$ 133.1	\$ 150.7	1.10	0.93
0.92	0.85	\$ 357.5	\$ 405.4	0.80	0.73
1.21	0.73	\$ 361.0	\$ 409.4	1.07	0.64
2.43	2.77	\$ 60.9	\$ 69.4	2.41	2.74
		\$ -	\$ -		
1.00	0.82	\$ 1,169.1	\$ 1,291.4	0.88	0.73
2.31	1.96	\$ 923.3	\$ 1,044.8	2.06	1.75
1.35	1.20	\$ 592.7	\$ 652.7	1.23	1.09
		\$ -	\$ -		
1.80	1.58	\$ 1,516.0	\$ 1,697.5	1.62	1.42
1.33	1.13	\$ 2,685.1	\$ 2,988.9	1.18	1.00

Discount Rate (Nominal Discount Rate)		10.00% Real Discount Rate (implied 11.99% Nominal Discount Rate)			
Granite State Test BCR	Total Resource Cost Test BCR	Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR
0.54	0.54	\$ 537.6	\$ 537.6	0.48	0.48

8.16	7.88	\$	1,104.7	\$	1,367.5	6.95	6.70
3.87	3.83	\$	2,051.7	\$	2,537.0	3.32	3.29
0.96	1.10	\$	431.0	\$	528.3	0.87	1.00
2.07	2.59	\$	161.9	\$	202.4	2.05	2.56
1.98	2.19	\$	4,286.8	\$	5,172.8	1.72	1.90
2.26	0.94	\$	2,732.9	\$	3,007.9	2.04	0.85
1.66	0.75	\$	2,414.8	\$	2,657.4	1.50	0.68
3.55	0.93	\$	510.5	\$	559.0	3.06	0.80
1.99	0.84	\$	5,658.2	\$	6,224.3	1.79	0.76
1.99	1.18	\$	9,945.0	\$	11,397.1	1.76	1.04

Discount Rate (Nominal Discount Rate)		10.00% Real Discount Rate (implied 11.99% Nominal Discount Rate)			
Granite State Test BCR	Total Resource Cost Test BCR	Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR
0.51	0.51	\$ 731.2	\$ 731.2	0.44	0.44
1.21	0.74	\$ 578.1	\$ 654.7	1.03	0.63
1.75	1.61	\$ 1,933.2	\$ 2,191.1	1.51	1.38
1.92	1.07	\$ 1,428.1	\$ 1,620.3	1.71	0.95
0.98	1.11	\$ 210.9	\$ 240.3	0.97	1.10
1.23	1.00	\$ 4,881.4	\$ 5,437.6	1.07	0.88
2.41	1.14	\$ 3,870.8	\$ 4,385.1	2.15	1.01
1.74	0.92	\$ 2,395.6	\$ 2,646.9	1.55	0.81
-	-	\$ -	\$ -	-	-
2.09	1.04	\$ 6,266.4	\$ 7,032.0	1.86	0.92
1.60	1.02	\$ 11,147.8	\$ 12,469.6	1.41	0.90

Discount Rate (Nominal Discount Rate)		10.00% Real Discount Rate (implied 11.99% Nominal Discount Rate)			
Granite State Test BCR	Total Resource Cost Test BCR	Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR
0.69	0.69	\$ 420.7	\$ 420.7	0.61	0.61
4.28	3.36	\$ 748.2	\$ 930.1	3.67	2.88
3.55	3.41	\$ 3,543.1	\$ 4,387.9	3.07	2.95
1.02	1.35	\$ 1,133.6	\$ 1,402.1	0.96	1.26
		\$ -	\$ -		
		\$ -	\$ -		
2.06	2.25	\$ 5,845.6	\$ 7,140.9	1.81	1.97
2.25	1.13	\$ 936.5	\$ 1,030.5	2.05	1.03
1.40	0.86	\$ 538.8	\$ 592.8	1.28	0.79
1.92	1.58	\$ 210.2	\$ 230.8	1.68	1.39
		\$ -	\$ -		
1.82	1.05	\$ 1,685.4	\$ 1,854.1	1.65	0.96
2.00	1.83	\$ 7,531.0	\$ 8,995.0	1.77	1.62

Eversource WACC: 8.75% Nominal Discount Rate (calculated 6.81% Real Discount Rate)					Eversource ROE: 9.30% No (calculated 7.35% Real Discount Rate)				
Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR		Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)			
\$ 8,456.4	\$ 8,456.4	0.94	0.94		\$ 8,137.8	\$ 8,137.8			
\$ 9,897.1	\$ 12,250.7	5.14	4.49		\$ 9,446.4	\$ 11,693.7			
\$ 31,581.6	\$ 39,043.1	4.49	4.53		\$ 30,146.6	\$ 37,273.8			
\$ 7,930.6	\$ 9,783.8	1.39	1.52		\$ 7,752.2	\$ 9,564.4			
\$ -	\$ -				\$ -	\$ -			
\$ -	\$ -				\$ -	\$ -			
\$ 57,865.6	\$ 69,533.9	2.43	2.58		\$ 55,483.1	\$ 66,669.7			
\$ 32,332.5	\$ 35,575.0	3.26	1.86		\$ 31,470.9	\$ 34,627.0			
\$ 32,292.6	\$ 35,543.8	3.02	2.13		\$ 31,464.7	\$ 34,632.5			
\$ 3,590.7	\$ 3,946.6	2.63	1.50		\$ 3,477.6	\$ 3,822.4			
\$ -	\$ -				\$ -	\$ -			
\$ 68,215.8	\$ 75,065.3	3.05	1.94		\$ 66,413.2	\$ 73,081.8			
\$ 126,081.4	\$ 144,599.3	2.73	2.20		\$ 121,896.4	\$ 139,751.6			

Unitil WACC: 7.18% Nominal Discount Rate (calculated 5.27% Real Discount Rate)					Unitil ROE: 7.98% No (calculated 6.06% Real Discount Rate)				
Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR		Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)			
\$1,284.66	\$1,284.66	0.74	0.74		\$1,213.51	\$1,213.51			
\$860.80	\$1,065.27	5.19	4.8		\$798.98	\$988.94			
\$1,835.67	\$2,269.76	1.86	1.84		\$1,712.80	\$2,118.20			
\$1,348.98	\$1,667.49	1.29	1.39		\$1,309.27	\$1,618.64			
\$245.37	\$306.72	1.5	1.87		\$244.46	\$305.58			
\$5,575.49	\$6,593.91	1.34	1.43		\$5,279.02	\$6,244.87			

\$3,747.15	\$4,123.71	2.45	1.24	\$3,611.36	\$3,974.28
\$4,204.95	\$4,626.59	2.85	1.68	\$4,049.52	\$4,455.57
\$413.27	\$454.87	1.85	0.91	\$399.45	\$439.66
\$8,365.36	\$9,205.17	2.45	1.36	\$8,060.32	\$8,869.51
\$13,940.85	\$15,799.08	1.84	1.39	\$13,339.34	\$15,114.38

NU WACC: 6.79% Nominal Discount Rate (calculated 4.89% Real Discount Rate)				NU ROE: 7.45% Nominal Discount Rate (calculated 5.54% Real Discount Rate)	
Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR	Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)
\$362.25	\$362.25	0.9	0.9	\$345.07	\$345.07
\$204.60	\$231.27	1.7	1.43	\$192.39	\$217.53
\$535.69	\$606.34	1.2	1.1	\$505.64	\$572.47
\$508.09	\$575.58	1.51	0.9	\$484.53	\$548.97
\$62.39	\$71.09	2.47	2.81	\$62.20	\$70.87
\$1,673.02	\$1,846.53	1.26	1.04	\$1,589.83	\$1,754.92
\$1,250.27	\$1,413.64	2.79	2.37	\$1,199.34	\$1,356.21
\$770.54	\$850.22	1.59	1.42	\$742.78	\$819.35
\$2,020.81	\$2,263.86	2.16	1.89	\$1,942.12	\$2,175.56
\$3,693.83	\$4,110.39	1.63	1.38	\$3,531.96	\$3,930.48

Liberty Electric WACC: 9.36% Nominal Discount Rate (calculated 7.41% Real Discount Rate)				Liberty Electric ROE: 9.10% Nominal Discount Rate (calculated 7.16% Real Discount Rate)	
Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR	Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)
\$ 631.1	\$ 631.1	0.56	0.56	\$ 641.9	\$ 641.9

\$	1,365.9	\$	1,690.3	8.59	8.29	\$	1,397.1	\$	1,729.0
\$	2,511.7	\$	3,104.1	4.06	4.02	\$	2,566.3	\$	3,171.4
\$	488.0	\$	598.3	0.99	1.14	\$	494.3	\$	606.1
\$	163.8	\$	204.8	2.07	2.59	\$	164.0	\$	205.1
\$	5,160.5	\$	6,228.6	2.07	2.29	\$	5,263.7	\$	6,353.4
\$	3,125.1	\$	3,439.6	2.33	0.97	\$	3,169.0	\$	3,487.9
\$	2,745.2	\$	3,021.0	1.71	0.77	\$	2,781.8	\$	3,061.3
\$	621.8	\$	680.6	3.72	0.98	\$	635.0	\$	695.0
\$	6,492.1	\$	7,141.2	2.06	0.87	\$	6,585.8	\$	7,244.2
\$	11,652.5	\$	13,369.8	2.06	1.22	\$	11,849.5	\$	13,597.6

Liberty Gas WACC: 9.36% Nominal Discount Rate (calculated 7.41% Real Discount Rate)					Liberty Gas ROE: 9.30% (calculated 7.35% Real Discount Rate)				
Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)	Granite State Test BCR	Total Resource Cost Test BCR		Granite State Test Benefits (\$000)	Total Resource Cost Test Benefits (\$000)			
\$	882.6	\$	882.6	0.54	0.54	\$	886.7	\$	886.7
\$	712.9	\$	806.5	1.27	0.78	\$	716.5	\$	810.6
\$	2,354.8	\$	2,666.6	1.84	1.68	\$	2,366.2	\$	2,679.4
\$	1,667.9	\$	1,891.6	2.00	1.11	\$	1,674.1	\$	1,898.6
\$	213.5	\$	243.2	0.98	1.12	\$	213.5	\$	243.3
\$	5,831.6	\$	6,490.6	1.28	1.05	\$	5,857.0	\$	6,518.7
\$	4,505.2	\$	5,101.0	2.50	1.18	\$	4,521.7	\$	5,119.6
\$	2,800.4	\$	3,096.3	1.81	0.95	\$	2,811.0	\$	3,108.1
\$	7,305.6	\$	8,197.3	2.17	1.08	\$	7,332.7	\$	8,227.7
\$	13,137.2	\$	14,687.8	1.66	1.06	\$	13,189.7	\$	14,746.4

Nominal Discount Rate (Real Discount Rate)	
Granite State Test BCR	Total Resource Cost Test BCR
0.90	0.90
4.90	4.28
4.29	4.33
1.36	1.48
2.33	2.47
3.17	1.81
2.95	2.08
2.55	1.45
2.97	1.88
2.64	2.12

Nominal Discount Rate (Real Discount Rate)	
Granite State Test BCR	Total Resource Cost Test BCR
0.7	0.7
4.82	4.46
1.74	1.72
1.26	1.35
1.49	1.87
1.27	1.35

2.36	1.2
2.75	1.62
1.79	0.88
2.36	1.31
1.76	1.33

(Nominal Discount Rate Real Discount Rate)	
Granite State Test BCR	Total Resource Cost Test BCR
0.86	0.86
1.6	1.34
1.13	1.04
1.44	0.86
2.46	2.8
1.19	0.99
2.68	2.27
1.54	1.37
2.08	1.82
1.56	1.32

(% Nominal Discount Rate Real Discount Rate)	
Granite State Test BCR	Total Resource Cost Test BCR
0.57	0.57

8.79	8.48
4.15	4.11
1.00	1.15
2.08	2.60

2.11	2.33
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2.36	0.98
1.73	0.78
3.80	1.00

2.09	0.88
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2.10	1.25
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Nominal Discount Rate

(Real Discount Rate)

Granite State Test BCR	Total Resource Cost Test BCR
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0.54	0.54
1.28	0.78
1.85	1.69
2.00	1.11
0.98	1.12
1.29	1.05

2.51	1.18
1.81	0.95
-	-
2.17	1.08

1.67	1.07
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Snapshot of Energy Efficiency Performance Incentives for Electric Utilities

December 2018

Introduction

The traditional utility business model is changing in response to aging grid infrastructure, developing technologies, and evolving policy priorities. New business models direct and optimize utility investments. They also aim to level the playing field between investment in traditional infrastructure on the one hand, and, on the other, new distributed energy resources and demand-side management programs including energy efficiency.

Energy efficiency is a low-cost, reliable demand-side resource that provides numerous benefits to the electric system and its customers. Beyond energy savings, efficiency creates local jobs, saves money for customers, reduces pollution, improves public health, and helps utilities meet system demand. As the primary provider of energy services, utilities can offer efficiency programs that deliver these benefits to their customers and their system, or they can support nonprofit or governmental third parties that offer those programs. However regulated utilities traditionally face disincentives to implementing and scaling up energy efficiency within their territories. Efficiency reduces electricity sales and revenues, resulting in financial losses compared to traditional supply-side infrastructure investments.

More specifically, utilities typically have three primary financial concerns regarding customer energy efficiency programs:

- Program cost recovery
- Decreased energy sales leading to reduced profits
- Lack of earnings opportunities for shareholders compared to other utility investments

These concerns may prompt utilities to resist funding and implementing large-scale energy efficiency programs that would substantially reduce energy sales.* However various approaches – both longstanding and new – can help reduce these economic disincentives and create additional positive incentives for energy efficiency. These policies are critical to advancing utility-sector efficiency programs and performance.†

Performance incentive mechanisms (PIMs) are one such policy that incentivizes energy efficiency. Our research finds that PIMs are among the most important factors contributing to higher savings and increasing utility energy savings year to year.¹ They can be structured to provide business opportunities that are competitive with what utilities can earn through investments in assets such as generation plants and infrastructure. The opportunity for competitive returns on investments in energy

* We focus on electric utilities in this brief, although performance incentive mechanisms and the other concepts discussed can also apply to natural gas utilities.

† We have previously referred to the policies needed to overcome those three concerns as the three-legged stool of energy efficiency policy. See [The Old Model Isn't Working: Creating the Energy Utility for the 21st Century](#).

efficiency can also drive a utility culture shift that makes energy efficiency a core part of the business and leads executives to devote increased focus and additional organizational resources toward it.

In a previous national review of performance incentives, we found that there are four broad categories of utility energy efficiency performance incentives:²

- *Shared net benefits incentives.* Utilities can earn a percentage of the benefits from their successful energy efficiency programs.
- *Energy-savings-based incentives.* Utilities can earn a reward for meeting pre-established energy savings goals.
- *Multifactor incentives.* Utilities can earn rewards for meeting pre-established goals based on multiple metrics such as energy savings, demand savings, or energy savings for low-income communities.
- *Rate-of-return incentives.* Utilities can earn a rate of return on efficiency spending, comparable to what they receive for traditional investments, sometimes with requirements for energy savings performance.

Utilities and regulators are using innovative energy efficiency PIMs to realign utility profit-making incentives and to open up new revenue opportunities.³ PIMs can offer a financial reward for achieving specified metrics, but they can also be structured to generate financial loss for missing targets. This creates both risk and opportunity and makes utilities and shareholders more invested in meeting targets.^{1*} This can level the incentives to invest in energy efficiency and traditional investments and can drive an organizational shift toward a greater focus and allocation of resources toward efficiency. On the other hand, it is possible that utilities could devote resources to fighting mechanisms that present too much risk. PIMs can also be incorporated as part of cost recovery mechanisms that aim to treat efficiency expenditures more like capital expenditures (capex). When utilities want to quickly increase efficiency spending, capex treatment can help to minimize customer bill impacts by recovering costs over a longer period of time rather than recovering them in the year they are incurred through bill surcharges. Multifactor performance incentives that incorporate multiple metrics can also work to meet other policy objectives. Examples of these might include reductions in peak demand, or various types of low-income energy efficiency program spending and/or savings criteria.

This brief provides an update to our previous research on utility energy efficiency performance incentive mechanisms.[†] We first present a broad overview of the current national landscape of state approaches to efficiency performance incentives. We then describe leading and trending PIMs, focusing first on multifactor incentives in Massachusetts, Rhode Island, Hawaii, Michigan, and New York; and next on return on equity and innovative cost recovery mechanisms in Maryland, New Jersey, Utah, and Illinois. We conclude with a discussion of the impacts of these findings.

* However, simply creating a rate of return for efficiency does not necessarily incentivize shareholders to implement it. Utilities must consider the scale of the investments and their related risk and return in comparison to large conventional resources to properly align shareholder value with desired outcomes. See [Regulatory Incentives and Disincentives for Utility Investments in Grid Modernization](#).

† Our previous review is [Beyond Carrots for Utilities: A National Review of Performance Incentives for Energy Efficiency](#). Other research on performance incentives includes the following: [Policies Matter: Creating a Foundation for an Energy-Efficient Utility of the Future](#) (ACEEE), [Utility Performance Incentive Mechanisms: A Handbook for Regulators](#) (Synapse Energy Economics), [Making the Business Case for Energy Efficiency: Case Studies of Supportive Utility Regulation](#) (ACEEE), and [Performance Incentives and Utility Regulation](#) (Regulatory Assistance Project).

Utility Performance Incentive Landscape

Figure 1 shows the national landscape for utility energy efficiency performance incentives.

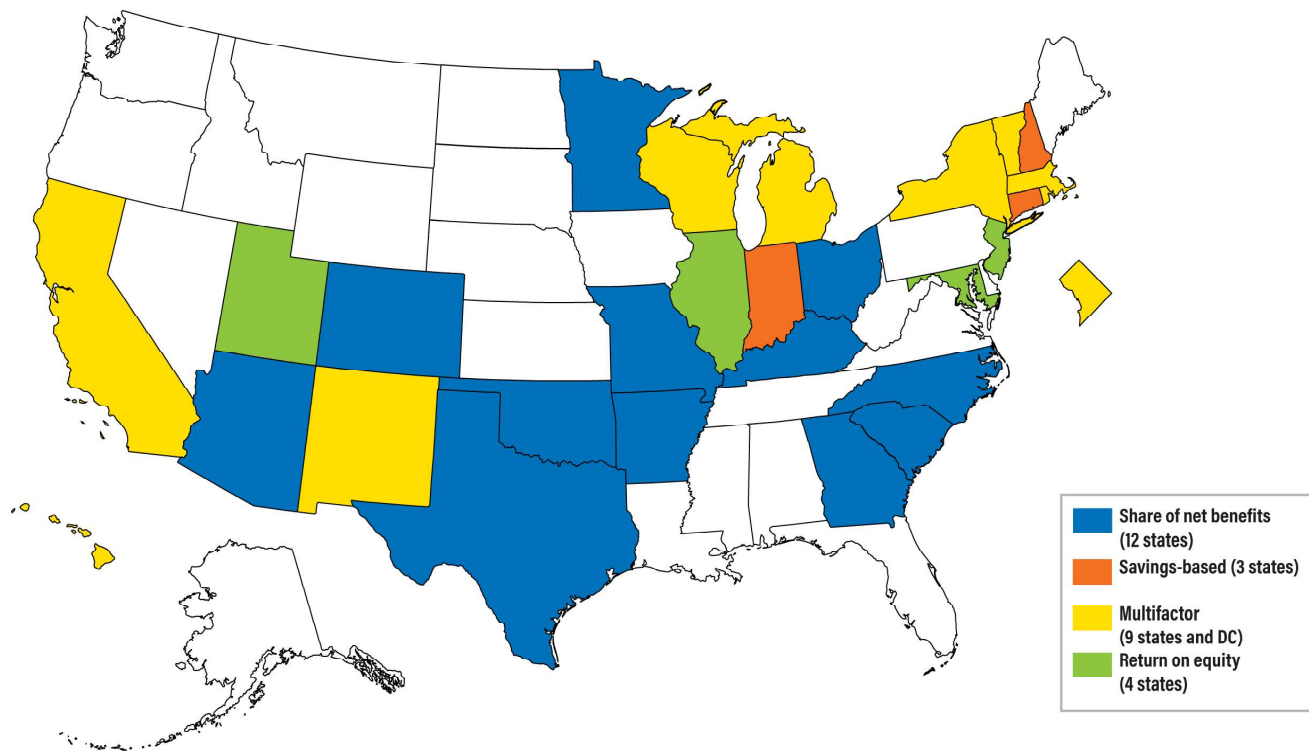


Figure 1. State energy efficiency performance incentives by mechanism type. *Source:* ACEEE state policy database based on 2017 data with additional updates.

Twenty-nine states currently implement incentives. Since our 2015 review, most states have not changed the mechanisms used in their performance incentives. The most prevalent mechanism is shared net benefits, with 12 states using this approach. Three states use an energy-savings-based incentive, and nine states use a multifactor mechanism. Four states have return on equity mechanisms. Nine of the top 10 states ranked by electric energy savings as a percentage of retail sales have performance incentive mechanisms in place.⁴

Leading and Trending Mechanisms

MULTIFACTOR INCENTIVES

Multifactor mechanisms provide financial rewards to utilities that meet additional state policy goals like reducing peak demand (and system costs), creating savings for low-income customers, and others. These PIMs work in conjunction with state energy efficiency resource standards (EERSs), which set specific, long-term energy savings targets, and where there is also a trend toward setting goals for other metrics in addition to energy savings. The following sections describe the multifactor incentives in Massachusetts, Rhode Island, Hawaii, and Michigan.

Massachusetts and Rhode Island have become national leaders in energy efficiency due in part to multifactor mechanisms. Rhode Island's 2017 electric energy efficiency savings were 3.08% of retail

sales; Massachusetts's were 2.57%.* While the presence of incentives likely contributed to these high savings, we advise considering their impact in the context of multiple policies and practices. High performance correlates with the use of incentives in combination with other conditions such as EERSs, revenue decoupling, and the presence of an active energy efficiency market and stakeholder community.† In ACEEE's 2018 *State Energy Efficiency Scorecard*, these states earned the maximum total points across eight metrics in utility energy efficiency, performing well above other states. Table 1 summarizes the total available incentive in each of the states we highlight below.

Table 1. Available incentive levels by state

State	Incentive level
MA	Incentive pool is approximately 5% of electric spending.
RI	Target incentive is 5% of spending.
HI	Incentive is approximately 3.3% of contractor costs.
MI	Incentive is capped at 15% of spending or 25% of net benefits.
NY	Incentives are capped at 100 basis points.

The available incentive pools shown for these states vary based on basis points, and from 3 to 15% of spending. This helps to demonstrate that other factors and policies that align utility business models to incentivize energy efficiency are also critical to performance. For example, both Massachusetts and Rhode Island have smaller available incentives than Michigan, yet both have led the country in energy savings performance.

Massachusetts

In its 2016–18 plan, Massachusetts's incentive for electric and gas utilities was a predominantly energy-savings-based, multifactor incentive. A three-year statewide performance incentive pool was set at a design level of \$100 million for electric and \$18 million for gas, and then allocated among program administrators. Those dollar amounts were approximately 5% of the budgeted electric spending and 3% of the budgeted gas energy efficiency spending over the three-year plan period. The mechanism rewarded performance on two components: savings based on the dollar value of energy savings benefits (61.5% of pool), and value based on the dollar value of net benefits (38.5% of pool). The minimum performance threshold to earn a performance incentive was 75% of the EERS target; the maximum performance incentive was awarded at 125% of the EERS target. Massachusetts calculated both the threshold and the cap at the portfolio level for each IOU.⁵ The Department of Public Utilities removed a third component that had been in place prior to 2013 for specific performance metrics because it was redundant and administratively burdensome.⁶ These performance metrics previously made up 20% of the pool, and rewarded performance on relatively narrow objectives, such as quality installation and direct install bulb penetration.

* Only Vermont, at 3.33%, saved more. The Vermont energy efficiency delivery and regulatory structure features an energy efficiency utility, Efficiency Vermont, which is not typical of most states. We examine Massachusetts and Rhode Island here for their comparability with most state policies, which focus on investor-owned utility business models.

† Decoupling is the separation of a utility's profits and revenues from its sales.

The Massachusetts Energy Efficiency Advisory Council approved the 2019–21 energy efficiency plan, which adds new components to the incentive mechanism.* These include incentives to encourage program administrators to pursue active demand benefits and incentives for service to renters.⁷ Active demand encompasses direct load control, demand response, behind-the-meter storage, and thermal storage.⁸ The new components and approach to the PIM fit within the evolution of Massachusetts’ overall utility energy framework toward “energy optimization,” described in the proposed new plan. One of the main drivers of both the plan and incentive structure is an Act to Advance Clean Energy, recent legislation that expands the definition of energy efficiency to a broader focus on system-level efficiency.⁹ It will be important to analyze results as these new components are implemented.

There is also evidence that the state’s performance incentives have resulted in a cultural shift at Massachusetts utilities, making focus on energy efficiency a core part of the business. According to previous ACEEE research findings, “The incentive structure in place has resulted in energy efficiency programs being viewed as a core business unit capable of contributing to the overall business objectives of [National Grid],” and that senior executives were enthusiastic about energy efficiency.¹⁰ There seems to be a similar attitude at Eversource, where the director of energy efficiency is a vice president; this is often a director-level position at other utilities.

Rhode Island

Rhode Island’s incentive structure for 2018 and 2019 is similar to the current Massachusetts mechanism, but is simpler in some respects. Because there is only one electric utility – Narraganset Electric, which is part of National Grid and which serves 99% of the state – there is no incentive pool shared among multiple utilities. The incentive comprises two components: energy savings (70%) and demand savings based on the highest peak days of summer (30%). The target incentive rate is set at 5% of spending. To receive any incentive, Narraganset Electric must meet 75% of the annual energy and demand savings goals. From 75 to 100% of goal, the incentive ramps up from 1.25% of the spending budget to 5%: the higher the percentage of target savings achieved, the greater the incentive award. From 100 to 125% of each goal, the incentive is 5% of the spending budget multiplied by the percentage achieved.¹¹

Hawaii

In Hawaii, the performance incentive mechanism applies to Hawaii Energy, the state’s third-party energy efficiency program administrator, not to Hawaiian Electric Company (HECO) or other utilities. Hawaii passed the Ratepayer Protection Act (SB 2939) in 2018, which requires the Public Utilities Commission (PUC) to institute performance-based rates (PBR) for HECO by 2020. Additionally, the PUC opened a docket to investigate PBR, with an initial focus on determining goals and desired outcomes, and a later focus on design and implementation.¹² These rate structures will align the utility and program administrator incentives with public policy goals.¹³ Metrics will include service reliability, reduced rate volatility, rapid integration of renewable energy sources, and others. It is not yet clear whether performance-based regulation for HECO will drive investment in energy efficiency to support desired public policy outcomes.

The regulatory business model already included other key elements to encourage energy efficiency. The state has had full revenue decoupling and an EERS since 2010 and 2009, respectively. The PUC ordered decoupling for HECO in 2010.¹⁴ The act that established the EERS did not specify whether the

* The plan, including the new incentive mechanism, awaits approval by utility regulators. See ma-eeac.org/wordpress/wp-content/uploads/Exh.-1-Final-Plan-10-31-18-With-Appendices-no-bulk.pdf.

program administrator or the utility must comply; instead it specified only long-term savings targets, and that the PUC shall establish interim targets and revisit the EERS every five years beginning in 2013.¹⁵ The program administrator is focused solely on producing energy savings, although the PUC also estimates market-driven energy savings occurring outside of the program administrator's achievements and incorporates those savings into the tracked EERS achievements.

The Hawaii PUC allocates the incentive award to Hawaii Energy among four performance indicators: resource acquisition (70% of award), customer equity (17%), market transformation (10%), and customer satisfaction (3%). The performance indicators contain multiple focus areas, and each has quantitative performance metrics. For example, resource acquisition includes focus areas of first-year energy reduction (15%), peak demand reduction (15%), and total resource benefit (40%). Each has a quantified target, measured in these cases in kWh, kW, and dollars, respectively.¹⁶

Recent results indicate that the PIM structure has been successful. The performance incentive mechanism and regulatory business model have been consistent since 2010, and Hawaii has been in the top 10 states for electricity savings as a percentage of retail sales each year from 2014 to 2017.¹⁷ Hawaii has achieved these results with a low dollar incentive award relative to energy efficiency spending. For the 2017 plan year, the highest potential financial award was \$975,000, or 3.3% of \$29.6 million total estimated contractor costs. This is an increase from an average award of 2% of total program spending prior to 2014.¹⁸

Michigan

Michigan's EERS went into effect in 2009, requiring electric utilities to achieve 0.3% savings as a percentage of the prior year's retail sales. Targets increased annually until 2012, when the target was set at 1%. This target is in place through 2021. Electric utilities in Michigan do not have revenue decoupling in place.

To further incentivize energy efficiency achievement, Michigan has a multifactor performance incentive in place for its investor-owned utilities, DTE and Consumers Energy, which represent about 76% of electric sales in Michigan.¹⁹ The mechanism includes savings-based metrics as well as program goals like expanding low-income programs, creating consistency in rebate amounts, promoting deep energy savings (as described below), and reducing peak demand.²⁰

The incentive mechanism has changed slightly over time. Prior to 2012, achievement of 115% or more of the energy savings target with a Utility Cost Test (UCT) cost-effectiveness score of at least 1.25 qualified the utilities to earn the maximum incentive allowed. This was calculated on a sliding scale in relation to the level of achievement, capped at the smaller of either 15% of the utility's investment or 25% of net benefits. In 2013, the PIM began to include additional metrics; it remains a multifactor PIM today.

In 2016, legislation updating the performance incentive for the years 2017–21 established tiers of eligibility when utilities hit 1.25% and 1.5% annual (first-year) savings. It also increased the maximum incentive for which utilities could qualify – from 15 to 20% of spending if their annual savings exceed 1.5% of retail sales. The actual incentive amount is still determined using a multifactor approach. For those utilities that are eligible based on first-year savings, the specific parameters for earning the incentive use lifetime savings for the majority of the incentive in order to bolster the installation of longer-lasting measures. To facilitate this, the performance incentive includes the calculation of the Long-Life Equipment Savings Multiplier (LLESM). The LLESM is a 10% savings multiplier awarded to measures installed with a measure life of 10 years or more. The PIM also uses lifetime savings for low-income programs.

As an indicator of the success of this mechanism, Consumers Energy has consistently exceeded its energy savings targets by 23–43%. The utility’s performance incentive financial awards have increased with its program spending, and have been above \$11 million in recent years with total spending of over \$75 million. Similarly, DTE has earned an incentive of 15% of spending in recent years, and earned incentives of over \$13 million.²¹

New York

In April 2014, the New York Public Service Commission started its Reforming the Energy Vision (REV) proceeding to better align utility regulation with evolving policy goals to establish a cleaner, more reliable, and affordable energy system.²² The commission issued its Track One and Track Two Orders in 2015 and 2016 to guide forthcoming rate case proceedings. Track One outlined broad policy and implementation frameworks, and Track Two addressed utility ratemaking items, including PIMs, or Earnings Adjustment Mechanisms (EAMs). Track Two stated that EAMs “should not be more than 100 basis points [of allowed return on equity] total from all new incentives.”²³ Additionally, the State Energy Plan set a target of 185 Tbtu savings through 2025, although the Public Service Commission has not yet established specific incremental annual energy savings targets for each utility.²⁴

New York’s updated ratemaking policies were first included in the 2017 proceedings of Consolidated Edison Company of New York (Con Edison). For 2017 through 2019, Con Edison’s rate plan includes a mix of EAMs to incentivize achievements across energy efficiency, system peak reduction, and broader programs for encouraging distributed energy resource integration, energy intensity across different service classes, and greenhouse gas emissions reductions. Incentive amounts are tied to performance on the EAM metrics. In addition, an increasing portion of Con Edison’s energy efficiency and peak reduction program investments are treated as regulatory assets with a 10-year amortization period. In its first year under the new rate plan, Con Edison’s maximum energy efficiency EAM target of 198 GWh was 60% greater than the prior year, and the utility was able to exceed that maximum target by more than 50%, a testament to the success of a combined EAM and regulatory asset construct.²⁵

Other utilities also have energy efficiency EAMs in place, but there is not yet sufficient data to determine how they are impacting performance. New York’s mechanisms are an interesting testing ground for both trends highlighted in this brief: multifactor and return on equity performance incentives.

RETURN ON EQUITY (ROE): PERFORMANCE AND NONPERFORMANCE BASED

In some states, such as New York, regulators are allowing a return on equity for demand-side investments in a manner similar to those used in traditional infrastructure investments.* In addition to leveling the playing field for demand-side investments, ROE mechanisms may smooth the impact of customer bill surcharges (sometimes called system benefits charges) or other cost recovery mechanisms that fund energy efficiency. Rather than recovering costs during the year in which they are incurred, ROE mechanisms allow utilities that are rapidly ramping up energy efficiency investment to spread those costs over the entire period that customers benefit from the investment, often making it more equitable. With traditional bill surcharges, customers pay the full cost of measures that provide benefits many years into the future; however customers who leave the service territory before a measure’s benefits can be fully realized are, in effect, subsidizing future customers who move in after the investment has been made. The amortization period allowed by ROE mechanisms works to spread the

* In exchange for the ability to operate as monopolies outside of a competitive market, utilities are allowed to earn a rate of return on their assets (called the rate base), as defined by their regulatory entities.

bill impacts of efficiency across a longer period, ensuring that customers pay for efficiency measures while they are benefitting from them.

Here we present examples of states allowing a ROE for energy efficiency. Maryland, Utah, and New Jersey use ROE mechanisms without a performance requirement based on energy savings or other performance-based metrics, although in some cases there are indirect relationships between the two, such as in Maryland. We also highlight Illinois' mechanism, which is performance based. With performance-based ROE mechanisms, earnings are triggered by the achievement of energy savings or other targets, such as EERS requirements.

Maryland

Utilities in Maryland are subject to an EERS that mandates 2% incremental energy savings through the year 2023.²⁶ The utility business model encourages energy efficiency investment through two mechanisms: full revenue decoupling and the ability to rate base and capitalize their investments with a return on investment based on the weighted average cost of capital, which was instituted in 2007. Costs are amortized over a five-year period.²⁷ This period was based on a recommendation from a demand-side management collaborative report filed with the Maryland Public Service Commission.²⁸ While the rate-of-return calculation is not directly tied to energy savings thresholds, the utilities are statutorily obligated to meet energy savings performance requirements. Therefore this cost recovery mechanism is indirectly linked to energy savings performance.

Additionally, Maryland's public code allows the Public Service Commission to approve rate-making policies that include additional financial incentives for electric and gas energy efficiency, although none have been approved.²⁹

New Jersey

The New Jersey Board of Public Utilities (BPU) administers energy efficiency programs for the State of New Jersey under its Office of Clean Energy and the New Jersey Clean Energy Program. Investor-owned utilities also offer certain energy efficiency programs. In 2018, the state directed the BPU to adopt new energy efficiency targets under an EERS.³⁰

In 2015, the BPU authorized Public Service Electric and Gas (PSE&G) to implement a \$95 million electric and gas energy efficiency program, including multifamily housing, direct install, and hospital sub-programs, as well as administrative costs such as marketing, quality assurance and control, and IT system enhancement costs.³¹ Time limits to complete investments were specified by program. PSE&G was authorized to recover program costs through a Green Program Recovery Charge on all electric rate schedules using a proportional cost basis, and to amortize costs over a seven-year period (IT system costs were authorized for amortization over five years). Additionally, PSE&G's revenue requirement associated with the energy efficiency portfolio included a return on investment for the amortization of the regulatory asset set at the utility's weighted average cost of capital. Expenses are initially estimated, then trued up the following year during the annual review of the program recovery charge. This cost recovery and rate-of-return mechanism was also authorized for PSE&G's \$85.1 million portfolio in 2017, which included the same programs that were included in the previous filing, as well as new smart thermostat and residential data analytics pilot programs.³²

In October 2018, PSE&G proposed an energy efficiency portfolio including 22 programs for 2020 through 2025 at a cost of \$2.5 billion over the six years. As in previous years, PSE&G proposed that it be authorized to earn a return on its net investment, "based on an authorized ROE and capital structure

including tax effects,” using the weighted average cost of capital.*³³ The utility proposed a 15-year amortization period based on the weighted average useful life of the measures in the portfolio, excluding IT investments. The mechanism is not tied to performance on energy savings or other targets.

Utah

In 2016, Utah passed SB 115, the Sustainable Transportation and Energy Plan Act. Under the Act, Rocky Mountain Power (RMP), the largest investor-owned utility in Utah, was authorized to capitalize demand-side management costs and amortize the costs over a period of 10 years, and to recover these costs through rates. This allows RMP to earn a return on its investments in energy efficiency in a manner comparable to its traditional infrastructure investments.³⁴ The mechanism is not tied to performance on energy savings or other targets. It is implemented automatically for RMP, but has not yet resulted in significant increases in energy efficiency performance. RMP reduced its spending by about \$5.5 million from 2015 to 2017, but achieved increased savings of about 62,000 MWh.³⁵

Illinois

In 2016, Illinois passed SB 2814, the Future Energy Jobs Bill. This bill raised energy efficiency targets for Commonwealth Edison (ComEd) and Ameren Illinois (Ameren), the two investor-owned utilities in the state. In 2017, ComEd served almost 4 million customers and Ameren, about 1.2 million.³⁶ The Act requires the two utilities to achieve “cumulative persisting annual savings” of 21.5% and 16%, respectively, by 2030. The Act defines cumulative persisting savings as “the total electric energy savings in a given year from measures installed in that year or in previous years, but no earlier than January 1, 2012, that are still operational and providing savings in that year because the measures have not yet reached the end of their useful lives.”³⁷

The targets include carve-outs for the utilization of voltage optimization; programs offered by third parties; savings from the public sector such as local government, municipal corporations, public housing and school districts; and savings from low-income communities. Additionally, utilities may count non-electric energy savings of no more than 10% toward their goals. Through 2026, utilities must also implement cost-effective demand-response programs to reduce peak demand by 0.1% over the prior year. The utilities filed multiyear energy efficiency plans in July 2017 covering the 2018–21 period.

To incentivize utilities to meet these increased targets, the Act includes performance incentives for utilities that meet or exceed their targets, and penalties for those that do not meet targets. Cumulative targets are broken into annual targets to determine performance. This option is offered as part of an energy efficiency formula rate for cost recovery, and both ComEd and Ameren have opted to recover their costs using this option.

The formula rate is set using projected energy efficiency costs for the following year, amortized over the weighted average measure life of the portfolio and reduced for accumulated deferred income taxes. The projected costs are reconciled with actual costs the following year. This structure follows a traditional revenue requirement rate structure, where the revenue requirement is equal to the rate of return multiplied by the rate base, plus operating expenses. In this case the rate base is the operational cost of administering efficiency programs reflected as a regulatory asset. The operational costs are the amortization related to the energy efficiency costs.³⁸ The Act does not place direct caps on energy

* The calculation of the utility’s net investment is defined on page 3 of the proposal.

efficiency budgets, but sets maximum allowable increases to customer bills, which could limit utility spending.

As a part of the formula rate, the ROE is calculated as the average of the prior year's monthly average yields of 30-year US Treasury bonds, plus 580 basis points. As of January 1, 2018, ComEd and Ameren have been eligible to adjust the ROE for achievement of their energy efficiency targets. The ROE is adjusted in the following year's cost reconciliations based on third-party evaluation of the utility's energy efficiency portfolio. Table 2 shows the applicable ROE for goal achievement by utility.

Table 2. Return on equity for achievement of energy efficiency goals

Utility	% of goal achieved	ROE	% of goal achieved	ROE
		2018–25		2026–30
ComEd	≤75%	Minus 200 basis points	≤ 66%	Minus 200 basis points
	More than 75%, less than 100%	Minus 8 basis points per % below goal	More than 66%, less than 100%	Minus 8 basis points per % below goal
	100% or more, less than 125%	Plus 8 basis points per % above goal	100% or more, less than 134%	Plus 8 basis points per % above goal
	≥125%	Plus 200 basis points	≥ 134%	Plus 200 basis points
Ameren	≤ 84.4%	Minus 8 basis points per % below goal	<100%	Minus 6 basis points per % below goal
	More than 84.4%, but less than 100%	No change in basis points	100%	No change in basis points
	≥100%	Plus 8 basis points per % above goal	>100%	Plus 6 basis points per % above goals

Basis point reductions and increases are capped at 200 in all cases presented above.

Large customers are exempted from energy efficiency programs. This includes ComEd customers whose highest 30 minutes of demand are above 10 MW, and Ameren customers whose highest 15 minutes of demand are above 10 MW. Utilities other than ComEd or Ameren (called alternative retail electric suppliers) in Illinois are not included in the Act, but could offer energy efficiency programs as part of the third-party supplier carve-out in the targets. If the utilities choose not to opt into the energy efficiency formula rate, they would recover energy efficiency costs through an automatic adjustment clause tariff filed outside of their general rate case.

For the period of 2018–21, the Illinois Commerce Commission approved an annual budget of \$351.6 million for ComEd's energy efficiency portfolio.³⁹ This represents doubled funding; the utility's budget was \$159.4 million for the May 2016 to May 2017 plan year.⁴⁰

In 2016, ComEd's CEO indicated that the intent of the bill was to make a stronger business case for services like energy efficiency, specifically through the ability to earn a return on investment in those services.⁴¹ The increase in utility energy efficiency spending indicates that the EERS and performance incentive structure is thus far functioning as intended.

Discussion

States, utilities, and regulators are increasingly innovating in order to achieve policy objectives to reduce energy consumption, decrease greenhouse gas emissions, and increase low-income access to energy efficiency programming. Performance incentives are one important tool for achieving desired outcomes in the energy sector that fall under a broader umbrella of PBR. Other PBR tools include decoupling revenues from electricity sales and the use of multiyear rate plans (MRPs), which fix the time between utility rate cases and help to reduce regulatory costs for utilities. Outside of PBR, utility business model reforms can take other shapes to achieve the same goals, for example by offering new utility value-added services that enable platforms for new technologies, including EV charging and other distributed energy resources.*

While not all states have taken steps to update their utility performance incentives, we find that some have implemented new incentives since 2014, and others have updated their mechanisms in order to adapt to the changing energy landscape. Table 3 summarizes policy design features of the performance incentive mechanisms highlighted in this brief.

Table 3. Summary of policy design features for highlighted states

State	ROE	Amortization period for costs	Savings performance based	Metrics beyond energy savings
Massachusetts			✓	Incentive based on dollar value of savings benefits and net benefits. Incentives for 2019–21 include demand savings and renter carve-outs.
Rhode Island			✓	Incentive also includes demand savings and is linked to spending levels.
Hawaii			✓	Incentive is for the third-party administrator and is also linked to customer equity, market transformation, and customer satisfaction.
Michigan			✓	Incentive also linked to lifetime savings, low-income savings, demand savings, and others.
New York	✓	10 years ^a	✓	Incentives and their metrics vary by utility.
Maryland	✓	5 years	Indirect ^b	
New Jersey	✓	7 years		
Utah	✓	10 years		
Illinois	✓	Weighted average measure life	✓	

^a Only Con Edison currently has ROE treatment, and this covers only a portion of its efficiency spending for the current rate period. ^b Utilities are statutorily required to meet energy efficiency savings goals.

A notable trend we highlight in this report is the use of multifactor PIMs. These types of PIMs, such as those in Massachusetts, Rhode Island, Hawaii, Michigan, and New York may better connect financial

* For more information, see Cross-Call et al. rmi.org/insight/navigating-utility-business-model-reform.

value with desired policy outcomes. However some outcomes (such as jobs created, low-income program access, or others) can be more difficult to measure and can create administrative complexity.

Another notable development is the recent adoption of incentive mechanisms that allow utilities to earn a rate of return on energy efficiency expenditures and to amortize energy efficiency expenses for cost recovery. Illinois, Maryland, New Jersey, and Utah are examples of such policies. The rationale for that type of approach is that it makes energy efficiency investments, and the level of focus given to energy efficiency by the utility and its executives, more comparable to traditional rate-of-return treatment for supply-side investments. It can also smooth the bill impacts for customers when there are large changes in efficiency spending. However this approach also treats expenses as capital items, and thus creates a capital asset that can grow over time, creating financial risk.⁴²

ROE incentives without performance metrics reward spending rather than actual energy efficiency results. However rewards based on spending can reduce pressure on energy efficiency program evaluation, measurement, and verification, and this model aligns with traditional utility incentives for other programs, which are not always awarded on a performance basis. Most states with utility energy efficiency incentives base them on some type of performance criteria (most commonly, achieved energy savings) because of these concerns about the need to reward efficiency investment based on actual results. ACEEE has generally supported utility incentive mechanisms based on energy efficiency performance rather than on spending only because it helps to encourage desired outcomes and brings energy efficiency regulation toward a performance basis. Performance-based regulation has value in multiple aspects of utility regulation as well.

The example of Illinois demonstrates that it is possible to combine a rate-of-return approach with certain performance criteria as a required qualification for approval of the earnings, and even to vary the rate of return depending on the savings achieved. This would be analogous to the traditional regulatory requirement that a power plant be “used and useful” before being allowed into the rate base. One desirable feature of the US approach to utility regulation is that each state can establish its own regulatory framework for retail utilities operating within its boundaries. As a result, states are free to experiment with different approaches. It is important to monitor and learn from states testing a rate-of-return approach, such as New York’s multifactor PIM that includes ROE, and to analyze the effect this has on energy efficiency savings results.

More broadly, a focus on the utility business model and on the need for appropriate financial incentives is critical to the widespread deployment of energy efficiency in the utility sector. This includes addressing the disincentives to energy efficiency deployment by decoupling revenue from electricity sales, effectively recovering program costs, and enacting financial performance incentive mechanisms. The rise of utility proceedings that are examining the role of the utility in deploying and optimizing renewable and distributed energy resources including energy efficiency, offers an opportunity to expand the set of reform options that can support energy efficiency investment. As utilities and regulators explore the use of energy efficiency and other nonwires solutions to transmission and distribution investments, the business model is very important and can influence the success of nonwires proposals, which can be less costly than traditional investments. These changes in utility regulation highlight the need to continue analyzing how changes to the utility business model impact energy efficiency performance.

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Instructions:

In order to create a comprehensive Energy Efficiency Program-wide dataset on calculate the PI if it had been earned beginning at 100% of the planned savings,

Please add as many rows to the table as necessary.

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Eversource	Plan	2021	C - Commercial & Industrial
Eversource	Plan	2021	C - Commercial & Industrial
Eversource	Plan	2021	C - Commercial & Industrial
Eversource	Plan	2021	Total Portfolio
Eversource	Plan	2021	Total Portfolio
Eversource	Actual	2020	B - Low-Income
Eversource	Actual	2020	A - Residential
Eversource	Actual	2020	A - Residential
Eversource	Actual	2020	A - Residential
Eversource	Actual	2020	A - Residential
Eversource	Actual	2020	A - Residential
Eversource	Actual	2020	A - Residential
Eversource	Actual	2020	A - Residential
Eversource	Actual	2020	C - Commercial & Industrial
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Eversource	Actual	2020	C - Commercial & Industrial
Eversource	Actual	2020	C - Commercial & Industrial
Eversource	Actual	2020	Total Portfolio
Eversource	Actual	2020	Total Portfolio
Eversource	Plan	2020	B - Low-Income
Eversource	Plan	2020	A - Residential
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Eversource	Plan	2020	A - Residential
Eversource	Plan	2020	A - Residential
Eversource	Plan	2020	C - Commercial & Industrial
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Eversource	Plan	2020	C - Commercial & Industrial
Eversource	Plan	2020	C - Commercial & Industrial
Eversource	Plan	2020	C - Commercial & Industrial
Eversource	Plan	2020	C - Commercial & Industrial
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Eversource	Plan	2020	C - Commercial & Industrial
Eversource	Plan	2020	C - Commercial & Industrial
Eversource	Plan	2020	C - Commercial & Industrial
Eversource	Plan	2020	Total Portfolio
Eversource	Plan	2020	Total Portfolio

Eversource	Actual	2019	B - Low-Income
Eversource	Actual	2019	A - Residential
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Eversource	Actual	2019	A - Residential
Eversource	Actual	2019	A - Residential
Eversource	Actual	2019	A - Residential
Eversource	Actual	2019	C - Commercial & Industrial
Eversource	Actual	2019	C - Commercial & Industrial
Eversource	Actual	2019	C - Commercial & Industrial
Eversource	Actual	2019	C - Commercial & Industrial
Eversource	Actual	2019	C - Commercial & Industrial
Eversource	Actual	2019	C - Commercial & Industrial
Eversource	Actual	2019	C - Commercial & Industrial
Eversource	Actual	2019	C - Commercial & Industrial
Eversource	Actual	2019	A - Residential
Eversource	Actual	2019	C - Commercial & Industrial
Eversource	Actual	2019	Total Portfolio
Eversource	Plan	2019	B - Low-Income
Eversource	Plan	2019	A - Residential
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Eversource	Plan	2019	A - Residential
Eversource	Plan	2019	A - Residential
Eversource	Plan	2019	C - Commercial & Industrial
Eversource	Plan	2019	C - Commercial & Industrial
Eversource	Plan	2019	C - Commercial & Industrial
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Eversource	Plan	2019	C - Commercial & Industrial
Eversource	Plan	2019	C - Commercial & Industrial
Eversource	Plan	2019	A - Residential
Eversource	Plan	2019	C - Commercial & Industrial
Eversource	Plan	2019	Total Portfolio
Eversource	Actual	2018	B - Low-Income
Eversource	Actual	2018	A - Residential

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Eversource	Actual	2018	A - Residential
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Eversource	Actual	2018	A - Residential
Eversource	Actual	2018	A - Residential
Eversource	Actual	2018	C - Commercial & Industrial
Eversource	Actual	2018	C - Commercial & Industrial
Eversource	Actual	2018	C - Commercial & Industrial
Eversource	Actual	2018	C - Commercial & Industrial
Eversource	Actual	2018	C - Commercial & Industrial
Eversource	Actual	2018	C - Commercial & Industrial
Eversource	Actual	2018	C - Commercial & Industrial
Eversource	Actual	2018	C - Commercial & Industrial
Eversource	Actual	2018	C - Commercial & Industrial
Eversource	Actual	2018	A - Residential
Eversource	Actual	2018	C - Commercial & Industrial
Eversource	Actual	2018	Total Portfolio
Eversource	Plan	2018	B - Low-Income
Eversource	Plan	2018	A - Residential
Eversource	Plan	2018	A - Residential
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Eversource	Plan	2018	C - Commercial & Industrial
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Eversource	Plan	2018	C - Commercial & Industrial
Eversource	Plan	2018	A - Residential
Eversource	Plan	2018	C - Commercial & Industrial
Eversource	Plan	2018	Total Portfolio
Eversource	Actual	2017	B - Low-Income
Eversource	Actual	2017	A - Residential
Eversource	Actual	2017	A - Residential
Eversource	Actual	2017	A - Residential

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Eversource	Actual	2017	A - Residential
Eversource	Actual	2017	A - Residential
Eversource	Actual	2017	A - Residential
Eversource	Actual	2017	C - Commercial & Industrial
Eversource	Actual	2017	C - Commercial & Industrial
Eversource	Actual	2017	C - Commercial & Industrial
Eversource	Actual	2017	C - Commercial & Industrial
Eversource	Actual	2017	C - Commercial & Industrial
Eversource	Actual	2017	C - Commercial & Industrial
Eversource	Actual	2017	C - Commercial & Industrial
Eversource	Actual	2017	C - Commercial & Industrial
Eversource	Actual	2017	C - Commercial & Industrial
Eversource	Actual	2017	A - Residential
Eversource	Actual	2017	C - Commercial & Industrial
Eversource	Actual	2017	Total Portfolio
Eversource	Plan	2017	B - Low-Income
Eversource	Plan	2017	A - Residential
Eversource	Plan	2017	A - Residential
Eversource	Plan	2017	A - Residential
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Eversource	Plan	2017	A - Residential
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Eversource	Plan	2017	A - Residential
Eversource	Plan	2017	C - Commercial & Industrial
Eversource	Plan	2017	C - Commercial & Industrial
Eversource	Plan	2017	C - Commercial & Industrial
Eversource	Plan	2017	C - Commercial & Industrial
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Eversource	Plan	2017	C - Commercial & Industrial
Eversource	Plan	2017	C - Commercial & Industrial
Eversource	Plan	2017	C - Commercial & Industrial
Eversource	Plan	2017	A - Residential
Eversource	Plan	2017	C - Commercial & Industrial
Eversource	Plan	2017	Total Portfolio
Eversource	Actual	2016	B - Low-Income
Eversource	Actual	2016	A - Residential
Eversource	Actual	2016	A - Residential
Eversource	Actual	2016	A - Residential
Eversource	Actual	2016	A - Residential
Eversource	Actual	2016	A - Residential

Eversource	Actual	2016	A - Residential
Eversource	Actual	2016	A - Residential
Eversource	Actual	2016	A - Residential
Eversource	Actual	2016	C - Commercial & Industrial
Eversource	Actual	2016	C - Commercial & Industrial
Eversource	Actual	2016	C - Commercial & Industrial
Eversource	Actual	2016	C - Commercial & Industrial
Eversource	Actual	2016	C - Commercial & Industrial
Eversource	Actual	2016	C - Commercial & Industrial
Eversource	Actual	2016	C - Commercial & Industrial
Eversource	Actual	2016	C - Commercial & Industrial
Eversource	Actual	2016	C - Commercial & Industrial
Eversource	Actual	2016	A - Residential
Eversource	Actual	2016	C - Commercial & Industrial
Eversource	Actual	2016	Total Portfolio
Eversource	Plan	2016	B - Low-Income
Eversource	Plan	2016	A - Residential
Eversource	Plan	2016	A - Residential
Eversource	Plan	2016	A - Residential
Eversource	Plan	2016	A - Residential
Eversource	Plan	2016	A - Residential
Eversource	Plan	2016	A - Residential
Eversource	Plan	2016	A - Residential
Eversource	Plan	2016	A - Residential
Eversource	Plan	2016	C - Commercial & Industrial
Eversource	Plan	2016	C - Commercial & Industrial
Eversource	Plan	2016	C - Commercial & Industrial
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Eversource	Plan	2016	C - Commercial & Industrial
Eversource	Plan	2016	C - Commercial & Industrial
Eversource	Plan	2016	C - Commercial & Industrial
Eversource	Plan	2016	C - Commercial & Industrial
Eversource	Plan	2016	C - Commercial & Industrial
Eversource	Plan	2016	C - Commercial & Industrial
Eversource	Plan	2016	C - Commercial & Industrial
Eversource	Plan	2016	C - Commercial & Industrial
Eversource	Plan	2016	A - Residential
Eversource	Plan	2016	C - Commercial & Industrial
Eversource	Plan	2016	Total Portfolio
Liberty - Electric	Actual	2021	B - Low-Income
Liberty - Electric	Actual	2021	A - Residential
Liberty - Electric	Actual	2021	A - Residential
Liberty - Electric	Actual	2021	A - Residential
Liberty - Electric	Actual	2021	A - Residential
Liberty - Electric	Actual	2021	A - Residential
Liberty - Electric	Actual	2021	C - Commercial & Industrial

Liberty - Electric	Actual	2021	C - Commercial & Industrial
Liberty - Electric	Actual	2021	C - Commercial & Industrial
Liberty - Electric	Actual	2021	C - Commercial & Industrial
Liberty - Electric	Actual	2021	C - Commercial & Industrial
Liberty - Electric	Actual	2021	D - Portfolio
Liberty - Electric	Actual	2021	Total Portfolio
Liberty - Electric	Plan	2021	B - Low-Income
Liberty - Electric	Plan	2021	A - Residential
Liberty - Electric	Plan	2021	A - Residential
Liberty - Electric	Plan	2021	A - Residential
Liberty - Electric	Plan	2021	A - Residential
Liberty - Electric	Plan	2021	A - Residential
Liberty - Electric	Plan	2021	C - Commercial & Industrial
Liberty - Electric	Plan	2021	C - Commercial & Industrial
Liberty - Electric	Plan	2021	C - Commercial & Industrial
Liberty - Electric	Plan	2021	C - Commercial & Industrial
Liberty - Electric	Plan	2021	C - Commercial & Industrial
Liberty - Electric	Plan	2021	D - Portfolio
Liberty - Electric	Plan	2021	Total Portfolio
Liberty - Electric	Actual	2020	B - Low-Income
Liberty - Electric	Actual	2020	A - Residential
Liberty - Electric	Actual	2020	A - Residential
Liberty - Electric	Actual	2020	A - Residential
Liberty - Electric	Actual	2020	A - Residential
Liberty - Electric	Actual	2020	A - Residential
Liberty - Electric	Actual	2020	C - Commercial & Industrial
Liberty - Electric	Actual	2020	C - Commercial & Industrial
Liberty - Electric	Actual	2020	C - Commercial & Industrial
Liberty - Electric	Actual	2020	C - Commercial & Industrial
Liberty - Electric	Actual	2020	C - Commercial & Industrial
Liberty - Electric	Actual	2020	D - Portfolio
Liberty - Electric	Actual	2020	Total Portfolio
Liberty - Electric	Plan	2020	B - Low-Income
Liberty - Electric	Plan	2020	A - Residential
Liberty - Electric	Plan	2020	A - Residential
Liberty - Electric	Plan	2020	A - Residential
Liberty - Electric	Plan	2020	A - Residential
Liberty - Electric	Plan	2020	A - Residential
Liberty - Electric	Plan	2020	C - Commercial & Industrial
Liberty - Electric	Plan	2020	C - Commercial & Industrial
Liberty - Electric	Plan	2020	C - Commercial & Industrial
Liberty - Electric	Plan	2020	C - Commercial & Industrial
Liberty - Electric	Plan	2020	C - Commercial & Industrial
Liberty - Electric	Plan	2020	D - Portfolio
Liberty - Electric	Plan	2020	Total Portfolio

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Liberty - Electric	Actual	2016	C - Commercial & Industrial
Liberty - Electric	Actual	2016	C - Commercial & Industrial
Liberty - Electric	Actual	2016	C - Commercial & Industrial
Liberty - Electric	Actual	2016	C - Commercial & Industrial
Liberty - Electric	Actual	2016	C - Commercial & Industrial
Liberty - Electric	Actual	2016	A - Residential
Liberty - Electric	Actual	2016	C - Commercial & Industrial
Liberty - Electric	Actual	2016	Total Portfolio
Liberty - Electric	Plan	2016	B - Low-Income
Liberty - Electric	Plan	2016	A - Residential
Liberty - Electric	Plan	2016	A - Residential
Liberty - Electric	Plan	2016	A - Residential
Liberty - Electric	Plan	2016	A - Residential
Liberty - Electric	Plan	2016	C - Commercial & Industrial
Liberty - Electric	Plan	2016	C - Commercial & Industrial
Liberty - Electric	Plan	2016	C - Commercial & Industrial
Liberty - Electric	Plan	2016	C - Commercial & Industrial
Liberty - Electric	Plan	2016	C - Commercial & Industrial
Liberty - Electric	Plan	2016	A - Residential
Liberty - Electric	Plan	2016	C - Commercial & Industrial
Liberty - Electric	Plan	2016	Total Portfolio
NH Electric Cooperative	Actual	2021	B - Low-Income
NH Electric Cooperative	Actual	2021	A - Residential
NH Electric Cooperative	Actual	2021	A - Residential
NH Electric Cooperative	Actual	2021	A - Residential
NH Electric Cooperative	Actual	2021	A - Residential
NH Electric Cooperative	Actual	2021	C - Commercial & Industrial
NH Electric Cooperative	Actual	2021	C - Commercial & Industrial
NH Electric Cooperative	Actual	2021	C - Commercial & Industrial
NH Electric Cooperative	Actual	2021	C - Commercial & Industrial
NH Electric Cooperative	Actual	2021	C - Commercial & Industrial
NH Electric Cooperative	Actual	2021	Total Portfolio
NH Electric Cooperative	Actual	2021	Total Portfolio
NH Electric Cooperative	Plan	2021	B - Low-Income
NH Electric Cooperative	Plan	2021	A - Residential
NH Electric Cooperative	Plan	2021	A - Residential
NH Electric Cooperative	Plan	2021	A - Residential
NH Electric Cooperative	Plan	2021	A - Residential
NH Electric Cooperative	Plan	2021	C - Commercial & Industrial
NH Electric Cooperative	Plan	2021	C - Commercial & Industrial
NH Electric Cooperative	Plan	2021	C - Commercial & Industrial
NH Electric Cooperative	Plan	2021	C - Commercial & Industrial
NH Electric Cooperative	Plan	2021	C - Commercial & Industrial

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NH Electric Cooperative	Actual	2017	C - Commercial & Industrial
NH Electric Cooperative	Actual	2017	A - Residential
NH Electric Cooperative	Actual	2017	C - Commercial & Industrial
NH Electric Cooperative	Actual	2017	Total Portfolio
NH Electric Cooperative	Plan	2017	B - Low-Income
NH Electric Cooperative	Plan	2017	A - Residential
NH Electric Cooperative	Plan	2017	A - Residential
NH Electric Cooperative	Plan	2017	A - Residential
NH Electric Cooperative	Plan	2017	A - Residential
NH Electric Cooperative	Plan	2017	C - Commercial & Industrial
NH Electric Cooperative	Plan	2017	C - Commercial & Industrial
NH Electric Cooperative	Plan	2017	C - Commercial & Industrial
NH Electric Cooperative	Plan	2017	C - Commercial & Industrial
NH Electric Cooperative	Plan	2017	A - Residential
NH Electric Cooperative	Plan	2017	C - Commercial & Industrial
NH Electric Cooperative	Plan	2017	Total Portfolio
NH Electric Cooperative	Actual	2016	B - Low-Income
NH Electric Cooperative	Actual	2016	A - Residential
NH Electric Cooperative	Actual	2016	A - Residential
NH Electric Cooperative	Actual	2016	A - Residential
NH Electric Cooperative	Actual	2016	A - Residential
NH Electric Cooperative	Actual	2016	C - Commercial & Industrial
NH Electric Cooperative	Actual	2016	C - Commercial & Industrial
NH Electric Cooperative	Actual	2016	C - Commercial & Industrial
NH Electric Cooperative	Actual	2016	C - Commercial & Industrial
NH Electric Cooperative	Actual	2016	C - Commercial & Industrial
NH Electric Cooperative	Actual	2016	C - Commercial & Industrial
NH Electric Cooperative	Actual	2016	A - Residential
NH Electric Cooperative	Actual	2016	C - Commercial & Industrial
NH Electric Cooperative	Actual	2016	Total Portfolio
NH Electric Cooperative	Plan	2016	B - Low-Income
NH Electric Cooperative	Plan	2016	A - Residential
NH Electric Cooperative	Plan	2016	A - Residential
NH Electric Cooperative	Plan	2016	A - Residential
NH Electric Cooperative	Plan	2016	A - Residential
NH Electric Cooperative	Plan	2016	C - Commercial & Industrial
NH Electric Cooperative	Plan	2016	C - Commercial & Industrial
NH Electric Cooperative	Plan	2016	C - Commercial & Industrial
NH Electric Cooperative	Plan	2016	C - Commercial & Industrial
NH Electric Cooperative	Plan	2016	C - Commercial & Industrial
NH Electric Cooperative	Plan	2016	A - Residential
NH Electric Cooperative	Plan	2016	C - Commercial & Industrial
NH Electric Cooperative	Plan	2016	Total Portfolio
Liberty - Gas	Actual	2021	B - Low-Income
Liberty - Gas	Actual	2021	A - Residential

Liberty - Gas	Actual	2021	A - Residential
Liberty - Gas	Actual	2021	A - Residential
Liberty - Gas	Actual	2021	A - Residential
Liberty - Gas	Actual	2021	C - Commercial & Industrial
Liberty - Gas	Actual	2021	C - Commercial & Industrial
Liberty - Gas	Actual	2021	C - Commercial & Industrial
Liberty - Gas	Actual	2021	Total Portfolio
Liberty - Gas	Actual	2021	Total Portfolio
Liberty - Gas	Plan	2021	B - Low-Income
Liberty - Gas	Plan	2021	A - Residential
Liberty - Gas	Plan	2021	A - Residential
Liberty - Gas	Plan	2021	A - Residential
Liberty - Gas	Plan	2021	A - Residential
Liberty - Gas	Plan	2021	A - Residential
Liberty - Gas	Plan	2021	C - Commercial & Industrial
Liberty - Gas	Plan	2021	C - Commercial & Industrial
Liberty - Gas	Plan	2021	C - Commercial & Industrial
Liberty - Gas	Plan	2021	Total Portfolio
Liberty - Gas	Plan	2021	Total Portfolio
Liberty - Gas	Actual	2020	B - Low-Income
Liberty - Gas	Actual	2020	A - Residential
Liberty - Gas	Actual	2020	A - Residential
Liberty - Gas	Actual	2020	A - Residential
Liberty - Gas	Actual	2020	A - Residential
Liberty - Gas	Actual	2020	C - Commercial & Industrial
Liberty - Gas	Actual	2020	C - Commercial & Industrial
Liberty - Gas	Actual	2020	C - Commercial & Industrial
Liberty - Gas	Actual	2020	Total Portfolio
Liberty - Gas	Actual	2020	Total Portfolio
Liberty - Gas	Plan	2020	B - Low-Income
Liberty - Gas	Plan	2020	A - Residential
Liberty - Gas	Plan	2020	A - Residential
Liberty - Gas	Plan	2020	A - Residential
Liberty - Gas	Plan	2020	A - Residential
Liberty - Gas	Plan	2020	C - Commercial & Industrial
Liberty - Gas	Plan	2020	C - Commercial & Industrial
Liberty - Gas	Plan	2020	C - Commercial & Industrial
Liberty - Gas	Plan	2020	Total Portfolio
Liberty - Gas	Plan	2020	Total Portfolio
Liberty - Gas	Actual	2019	B - Low-Income
Liberty - Gas	Actual	2019	A - Residential
Liberty - Gas	Actual	2019	A - Residential
Liberty - Gas	Actual	2019	A - Residential
Liberty - Gas	Actual	2019	A - Residential
Liberty - Gas	Actual	2019	C - Commercial & Industrial
Liberty - Gas	Actual	2019	C - Commercial & Industrial
Liberty - Gas	Actual	2019	C - Commercial & Industrial

Liberty - Gas	Actual	2019	A - Residential
Liberty - Gas	Actual	2019	C - Commercial & Industrial
Liberty - Gas	Actual	2019	Total Portfolio
Liberty - Gas	Plan	2019	B - Low-Income
Liberty - Gas	Plan	2019	A - Residential
Liberty - Gas	Plan	2019	A - Residential
Liberty - Gas	Plan	2019	A - Residential
Liberty - Gas	Plan	2019	A - Residential
Liberty - Gas	Plan	2019	C - Commercial & Industrial
Liberty - Gas	Plan	2019	C - Commercial & Industrial
Liberty - Gas	Plan	2019	C - Commercial & Industrial
Liberty - Gas	Plan	2019	A - Residential
Liberty - Gas	Plan	2019	C - Commercial & Industrial
Liberty - Gas	Plan	2019	Total Portfolio
Liberty - Gas	Actual	2018	B - Low-Income
Liberty - Gas	Actual	2018	A - Residential
Liberty - Gas	Actual	2018	A - Residential
Liberty - Gas	Actual	2018	A - Residential
Liberty - Gas	Actual	2018	A - Residential
Liberty - Gas	Actual	2018	C - Commercial & Industrial
Liberty - Gas	Actual	2018	C - Commercial & Industrial
Liberty - Gas	Actual	2018	C - Commercial & Industrial
Liberty - Gas	Actual	2018	A - Residential
Liberty - Gas	Actual	2018	C - Commercial & Industrial
Liberty - Gas	Actual	2018	Total Portfolio
Liberty - Gas	Plan	2018	B - Low-Income
Liberty - Gas	Plan	2018	A - Residential
Liberty - Gas	Plan	2018	A - Residential
Liberty - Gas	Plan	2018	A - Residential
Liberty - Gas	Plan	2018	A - Residential
Liberty - Gas	Plan	2018	C - Commercial & Industrial
Liberty - Gas	Plan	2018	C - Commercial & Industrial
Liberty - Gas	Plan	2018	C - Commercial & Industrial
Liberty - Gas	Plan	2018	A - Residential
Liberty - Gas	Plan	2018	C - Commercial & Industrial
Liberty - Gas	Plan	2018	Total Portfolio
Liberty - Gas	Actual	2017	B - Low-Income
Liberty - Gas	Actual	2017	A - Residential
Liberty - Gas	Actual	2017	A - Residential
Liberty - Gas	Actual	2017	A - Residential
Liberty - Gas	Actual	2017	A - Residential
Liberty - Gas	Actual	2017	C - Commercial & Industrial
Liberty - Gas	Actual	2017	C - Commercial & Industrial

Liberty - Gas	Actual	2017	C - Commercial & Industrial
Liberty - Gas	Actual	2017	A - Residential
Liberty - Gas	Actual	2017	C - Commercial & Industrial
Liberty - Gas	Actual	2017	Total Portfolio
Liberty - Gas	Plan	2017	B - Low-Income
Liberty - Gas	Plan	2017	A - Residential
Liberty - Gas	Plan	2017	A - Residential
Liberty - Gas	Plan	2017	A - Residential
Liberty - Gas	Plan	2017	A - Residential
Liberty - Gas	Plan	2017	C - Commercial & Industrial
Liberty - Gas	Plan	2017	C - Commercial & Industrial
Liberty - Gas	Plan	2017	C - Commercial & Industrial
Liberty - Gas	Plan	2017	A - Residential
Liberty - Gas	Plan	2017	C - Commercial & Industrial
Liberty - Gas	Plan	2017	Total Portfolio
Liberty - Gas	Actual	2016	B - Low-Income
Liberty - Gas	Actual	2016	A - Residential
Liberty - Gas	Actual	2016	A - Residential
Liberty - Gas	Actual	2016	A - Residential
Liberty - Gas	Actual	2016	A - Residential
Liberty - Gas	Actual	2016	C - Commercial & Industrial
Liberty - Gas	Actual	2016	C - Commercial & Industrial
Liberty - Gas	Actual	2016	C - Commercial & Industrial
Liberty - Gas	Actual	2016	A - Residential
Liberty - Gas	Actual	2016	C - Commercial & Industrial
Liberty - Gas	Actual	2016	C - Commercial & Industrial
Liberty - Gas	Actual	2016	C - Commercial & Industrial
Liberty - Gas	Actual	2016	A - Residential
Liberty - Gas	Actual	2016	C - Commercial & Industrial
Liberty - Gas	Actual	2016	Total Portfolio
Liberty - Gas	Plan	2016	B - Low-Income
Liberty - Gas	Plan	2016	A - Residential
Liberty - Gas	Plan	2016	A - Residential
Liberty - Gas	Plan	2016	A - Residential
Liberty - Gas	Plan	2016	A - Residential
Liberty - Gas	Plan	2016	A - Residential
Liberty - Gas	Plan	2016	C - Commercial & Industrial
Liberty - Gas	Plan	2016	C - Commercial & Industrial
Liberty - Gas	Plan	2016	C - Commercial & Industrial
Liberty - Gas	Plan	2016	A - Residential
Liberty - Gas	Plan	2016	C - Commercial & Industrial
Liberty - Gas	Plan	2016	Total Portfolio
Unitil Electric	Actual	2021	A - Residential
Unitil Electric	Actual	2021	A - Residential
Unitil Electric	Actual	2021	A - Residential
Unitil Electric	Actual	2021	A - Residential
Unitil Electric	Actual	2021	A - Residential

Unitil Electric	Actual	2021	A - Residential
Unitil Electric	Actual	2021	B - Low Income
Unitil Electric	Actual	2021	C- Commercial & Industrial
Unitil Electric	Actual	2021	C- Commercial & Industrial
Unitil Electric	Actual	2021	C- Commercial & Industrial
Unitil Electric	Actual	2021	C- Commercial & Industrial
Unitil Electric	Actual	2021	C- Commercial & Industrial
Unitil Electric	Actual	2021	C- Commercial & Industrial
Unitil Electric	Actual	2021	Total Portfolio
Unitil Electric	Actual	2021	Total Portfolio
Unitil Electric	Plan	2021	A - Residential
Unitil Electric	Plan	2021	A - Residential
Unitil Electric	Plan	2021	A - Residential
Unitil Electric	Plan	2021	A - Residential
Unitil Electric	Plan	2021	A - Residential
Unitil Electric	Plan	2021	A - Residential
Unitil Electric	Plan	2021	A - Residential
Unitil Electric	Plan	2021	B - Low Income
Unitil Electric	Plan	2021	C- Commercial & Industrial
Unitil Electric	Plan	2021	C- Commercial & Industrial
Unitil Electric	Plan	2021	C- Commercial & Industrial
Unitil Electric	Plan	2021	C- Commercial & Industrial
Unitil Electric	Plan	2021	C- Commercial & Industrial
Unitil Electric	Plan	2021	C- Commercial & Industrial
Unitil Electric	Plan	2021	Total Portfolio
Unitil Electric	Plan	2021	Total Portfolio
Unitil Electric	Actual	2016	A - Residential
Unitil Electric	Actual	2016	A - Residential
Unitil Electric	Actual	2016	A - Residential
Unitil Electric	Actual	2016	A - Residential
Unitil Electric	Actual	2016	A - Residential
Unitil Electric	Actual	2016	B - Low Income
Unitil Electric	Actual	2016	C- Commercial & Industrial
Unitil Electric	Actual	2016	C- Commercial & Industrial
Unitil Electric	Actual	2016	C- Commercial & Industrial
Unitil Electric	Actual	2016	C- Commercial & Industrial
Unitil Electric	Actual	2016	C- Commercial & Industrial
Unitil Electric	Actual	2016	A - Residential
Unitil Electric	Actual	2016	C- Commercial & Industrial
Unitil Electric	Actual	2016	Total Portfolio
Unitil Electric	Plan	2016	A - Residential
Unitil Electric	Plan	2016	A - Residential
Unitil Electric	Plan	2016	A - Residential
Unitil Electric	Plan	2016	A - Residential
Unitil Electric	Plan	2016	B - Low Income
Unitil Electric	Plan	2016	C- Commercial & Industrial
Unitil Electric	Plan	2016	C- Commercial & Industrial

Unitil Electric	Plan	2016	C- Commercial & Industrial
Unitil Electric	Plan	2016	C- Commercial & Industrial
Unitil Electric	Plan	2016	C- Commercial & Industrial
Unitil Electric	Plan	2016	A - Residential
Unitil Electric	Plan	2016	C- Commercial & Industrial
Unitil Electric	Plan	2016	Total Portfolio
Unitil Electric	Actual	2017	A - Residential
Unitil Electric	Actual	2017	A - Residential
Unitil Electric	Actual	2017	A - Residential
Unitil Electric	Actual	2017	A - Residential
Unitil Electric	Actual	2017	B - Low Income
Unitil Electric	Actual	2017	C- Commercial & Industrial
Unitil Electric	Actual	2017	C- Commercial & Industrial
Unitil Electric	Actual	2017	C- Commercial & Industrial
Unitil Electric	Actual	2017	C- Commercial & Industrial
Unitil Electric	Actual	2017	C- Commercial & Industrial
Unitil Electric	Actual	2017	A - Residential
Unitil Electric	Actual	2017	C- Commercial & Industrial
Unitil Electric	Actual	2017	Total Portfolio
Unitil Electric	Plan	2017	A - Residential
Unitil Electric	Plan	2017	A - Residential
Unitil Electric	Plan	2017	A - Residential
Unitil Electric	Plan	2017	A - Residential
Unitil Electric	Plan	2017	B - Low Income
Unitil Electric	Plan	2017	C- Commercial & Industrial
Unitil Electric	Plan	2017	C- Commercial & Industrial
Unitil Electric	Plan	2017	C- Commercial & Industrial
Unitil Electric	Plan	2017	C- Commercial & Industrial
Unitil Electric	Plan	2017	C- Commercial & Industrial
Unitil Electric	Plan	2017	A - Residential
Unitil Electric	Plan	2017	C- Commercial & Industrial
Unitil Electric	Plan	2017	Total Portfolio
Unitil Electric	Actual	2018	A - Residential
Unitil Electric	Actual	2018	A - Residential
Unitil Electric	Actual	2018	A - Residential
Unitil Electric	Actual	2018	A - Residential
Unitil Electric	Actual	2018	A - Residential
Unitil Electric	Actual	2018	B - Low Income
Unitil Electric	Actual	2018	C- Commercial & Industrial
Unitil Electric	Actual	2018	C- Commercial & Industrial
Unitil Electric	Actual	2018	C- Commercial & Industrial
Unitil Electric	Actual	2018	C- Commercial & Industrial
Unitil Electric	Actual	2018	C- Commercial & Industrial
Unitil Electric	Actual	2018	A - Residential
Unitil Electric	Actual	2018	C- Commercial & Industrial
Unitil Electric	Actual	2018	Total Portfolio
Unitil Electric	Plan	2018	A - Residential

Unitil Electric	Plan	2018	A - Residential
Unitil Electric	Plan	2018	A - Residential
Unitil Electric	Plan	2018	A - Residential
Unitil Electric	Plan	2018	A - Residential
Unitil Electric	Plan	2018	B - Low Income
Unitil Electric	Plan	2018	C- Commercial & Industrial
Unitil Electric	Plan	2018	C- Commercial & Industrial
Unitil Electric	Plan	2018	C- Commercial & Industrial
Unitil Electric	Plan	2018	C- Commercial & Industrial
Unitil Electric	Plan	2018	C- Commercial & Industrial
Unitil Electric	Plan	2018	A - Residential
Unitil Electric	Plan	2018	C- Commercial & Industrial
Unitil Electric	Plan	2018	Total Portfolio
Unitil Electric	Actual	2019	A - Residential
Unitil Electric	Actual	2019	A - Residential
Unitil Electric	Actual	2019	A - Residential
Unitil Electric	Actual	2019	A - Residential
Unitil Electric	Actual	2019	A - Residential
Unitil Electric	Actual	2019	B - Low Income
Unitil Electric	Actual	2019	C- Commercial & Industrial
Unitil Electric	Actual	2019	C- Commercial & Industrial
Unitil Electric	Actual	2019	C- Commercial & Industrial
Unitil Electric	Actual	2019	C- Commercial & Industrial
Unitil Electric	Actual	2019	C- Commercial & Industrial
Unitil Electric	Actual	2019	C- Commercial & Industrial
Unitil Electric	Actual	2019	A - Residential
Unitil Electric	Actual	2019	C- Commercial & Industrial
Unitil Electric	Actual	2019	Total Portfolio
Unitil Electric	Plan	2019	A - Residential
Unitil Electric	Plan	2019	A - Residential
Unitil Electric	Plan	2019	A - Residential
Unitil Electric	Plan	2019	A - Residential
Unitil Electric	Plan	2019	A - Residential
Unitil Electric	Plan	2019	B - Low Income
Unitil Electric	Plan	2019	C- Commercial & Industrial
Unitil Electric	Plan	2019	C- Commercial & Industrial
Unitil Electric	Plan	2019	C- Commercial & Industrial
Unitil Electric	Plan	2019	C- Commercial & Industrial
Unitil Electric	Plan	2019	C- Commercial & Industrial
Unitil Electric	Plan	2019	C- Commercial & Industrial
Unitil Electric	Plan	2019	A - Residential
Unitil Electric	Plan	2019	C- Commercial & Industrial
Unitil Electric	Plan	2019	Total Portfolio
Unitil Electric	Actual	2020	A - Residential
Unitil Electric	Actual	2020	A - Residential
Unitil Electric	Actual	2020	A - Residential
Unitil Electric	Actual	2020	A - Residential

Unitil Electric	Actual	2020	A - Residential
Unitil Electric	Actual	2020	B - Low Income
Unitil Electric	Actual	2020	C- Commercial & Industrial
Unitil Electric	Actual	2020	C- Commercial & Industrial
Unitil Electric	Actual	2020	C- Commercial & Industrial
Unitil Electric	Actual	2020	C- Commercial & Industrial
Unitil Electric	Actual	2020	C- Commercial & Industrial
Unitil Electric	Actual	2020	C- Commercial & Industrial
Unitil Electric	Actual	2020	Total Portfolio
Unitil Electric	Actual	2020	Total Portfolio
Unitil Electric	Plan	2020	A - Residential
Unitil Electric	Plan	2020	A - Residential
Unitil Electric	Plan	2020	A - Residential
Unitil Electric	Plan	2020	A - Residential
Unitil Electric	Plan	2020	A - Residential
Unitil Electric	Plan	2020	A - Residential
Unitil Electric	Plan	2020	B - Low Income
Unitil Electric	Plan	2020	C- Commercial & Industrial
Unitil Electric	Plan	2020	C- Commercial & Industrial
Unitil Electric	Plan	2020	C- Commercial & Industrial
Unitil Electric	Plan	2020	C- Commercial & Industrial
Unitil Electric	Plan	2020	C- Commercial & Industrial
Unitil Electric	Plan	2020	C- Commercial & Industrial
Unitil Electric	Plan	2020	Total Portfolio
Unitil Electric	Plan	2020	Total Portfolio
Unitil Gas	Actual	2016	A - Residential
Unitil Gas	Actual	2016	A - Residential
Unitil Gas	Actual	2016	A - Residential
Unitil Gas	Actual	2016	A - Residential
Unitil Gas	Actual	2016	B - Low Income
Unitil Gas	Actual	2016	C- Commercial & Industrial
Unitil Gas	Actual	2016	C- Commercial & Industrial
Unitil Gas	Actual	2016	C- Commercial & Industrial
Unitil Gas	Actual	2016	A - Residential
Unitil Gas	Actual	2016	C- Commercial & Industrial
Unitil Gas	Actual	2016	Total Portfolio
Unitil Gas	Plan	2016	A - Residential
Unitil Gas	Plan	2016	A - Residential
Unitil Gas	Plan	2016	A - Residential
Unitil Gas	Plan	2016	A - Residential
Unitil Gas	Plan	2016	B - Low Income
Unitil Gas	Plan	2016	C- Commercial & Industrial
Unitil Gas	Plan	2016	C- Commercial & Industrial
Unitil Gas	Plan	2016	C- Commercial & Industrial
Unitil Gas	Plan	2016	A - Residential
Unitil Gas	Plan	2016	C- Commercial & Industrial
Unitil Gas	Plan	2016	Total Portfolio

Unitil Gas	Actual	2017	A - Residential
Unitil Gas	Actual	2017	A - Residential
Unitil Gas	Actual	2017	A - Residential
Unitil Gas	Actual	2017	B - Low Income
Unitil Gas	Actual	2017	C- Commercial & Industrial
Unitil Gas	Actual	2017	C- Commercial & Industrial
Unitil Gas	Actual	2017	C- Commercial & Industrial
Unitil Gas	Actual	2017	A - Residential
Unitil Gas	Actual	2017	C- Commercial & Industrial
Unitil Gas	Actual	2017	Total Portfolio
Unitil Gas	Plan	2017	A - Residential
Unitil Gas	Plan	2017	A - Residential
Unitil Gas	Plan	2017	A - Residential
Unitil Gas	Plan	2017	B - Low Income
Unitil Gas	Plan	2017	C- Commercial & Industrial
Unitil Gas	Plan	2017	C- Commercial & Industrial
Unitil Gas	Plan	2017	C- Commercial & Industrial
Unitil Gas	Plan	2017	A - Residential
Unitil Gas	Plan	2017	C- Commercial & Industrial
Unitil Gas	Plan	2017	Total Portfolio
Unitil Gas	Actual	2018	A - Residential
Unitil Gas	Actual	2018	A - Residential
Unitil Gas	Actual	2018	A - Residential
Unitil Gas	Actual	2018	A - Residential
Unitil Gas	Actual	2018	B - Low Income
Unitil Gas	Actual	2018	C- Commercial & Industrial
Unitil Gas	Actual	2018	C- Commercial & Industrial
Unitil Gas	Actual	2018	C- Commercial & Industrial
Unitil Gas	Actual	2018	A - Residential
Unitil Gas	Actual	2018	C- Commercial & Industrial
Unitil Gas	Actual	2018	Total Portfolio
Unitil Gas	Plan	2018	A - Residential
Unitil Gas	Plan	2018	A - Residential
Unitil Gas	Plan	2018	A - Residential
Unitil Gas	Plan	2018	A - Residential
Unitil Gas	Plan	2018	B - Low Income
Unitil Gas	Plan	2018	C- Commercial & Industrial
Unitil Gas	Plan	2018	C- Commercial & Industrial
Unitil Gas	Plan	2018	C- Commercial & Industrial
Unitil Gas	Plan	2018	A - Residential
Unitil Gas	Plan	2018	C- Commercial & Industrial
Unitil Gas	Plan	2018	Total Portfolio
Unitil Gas	Actual	2019	A - Residential
Unitil Gas	Actual	2019	A - Residential
Unitil Gas	Actual	2019	A - Residential
Unitil Gas	Actual	2019	A - Residential
Unitil Gas	Actual	2019	B - Low Income

Unitil Gas	Actual	2019	C- Commercial & Industrial
Unitil Gas	Actual	2019	C- Commercial & Industrial
Unitil Gas	Actual	2019	C- Commercial & Industrial
Unitil Gas	Actual	2019	A - Residential
Unitil Gas	Actual	2019	C- Commercial & Industrial
Unitil Gas	Actual	2019	Total Portfolio
Unitil Gas	Plan	2019	A - Residential
Unitil Gas	Plan	2019	A - Residential
Unitil Gas	Plan	2019	A - Residential
Unitil Gas	Plan	2019	A - Residential
Unitil Gas	Plan	2019	B - Low Income
Unitil Gas	Plan	2019	C- Commercial & Industrial
Unitil Gas	Plan	2019	C- Commercial & Industrial
Unitil Gas	Plan	2019	C- Commercial & Industrial
Unitil Gas	Plan	2019	A - Residential
Unitil Gas	Plan	2019	C- Commercial & Industrial
Unitil Gas	Plan	2019	Total Portfolio
Unitil Gas	Actual	2020	A - Residential
Unitil Gas	Actual	2020	A - Residential
Unitil Gas	Actual	2020	A - Residential
Unitil Gas	Actual	2020	A - Residential
Unitil Gas	Actual	2020	B - Low Income
Unitil Gas	Actual	2020	C- Commercial & Industrial
Unitil Gas	Actual	2020	C- Commercial & Industrial
Unitil Gas	Actual	2020	C- Commercial & Industrial
Unitil Gas	Actual	2020	Total Portfolio
Unitil Gas	Actual	2020	Total Portfolio
Unitil Gas	Plan	2020	A - Residential
Unitil Gas	Plan	2020	A - Residential
Unitil Gas	Plan	2020	A - Residential
Unitil Gas	Plan	2020	A - Residential
Unitil Gas	Plan	2020	B - Low Income
Unitil Gas	Plan	2020	C- Commercial & Industrial
Unitil Gas	Plan	2020	C- Commercial & Industrial
Unitil Gas	Plan	2020	C- Commercial & Industrial
Unitil Gas	Plan	2020	Total Portfolio
Unitil Gas	Plan	2020	Total Portfolio
Unitil Gas	Actual	2021	A - Residential
Unitil Gas	Actual	2021	A - Residential
Unitil Gas	Actual	2021	A - Residential
Unitil Gas	Actual	2021	A - Residential
Unitil Gas	Actual	2021	B - Low Income
Unitil Gas	Actual	2021	C- Commercial & Industrial
Unitil Gas	Actual	2021	C- Commercial & Industrial
Unitil Gas	Actual	2021	C- Commercial & Industrial
Unitil Gas	Actual	2021	Total Portfolio
Unitil Gas	Actual	2021	Total Portfolio

Unitil Gas	Plan	2021	A - Residential
Unitil Gas	Plan	2021	A - Residential
Unitil Gas	Plan	2021	A - Residential
Unitil Gas	Plan	2021	A - Residential
Unitil Gas	Plan	2021	A - Residential
Unitil Gas	Plan	2021	A - Residential
Unitil Gas	Plan	2021	B - Low Income
Unitil Gas	Plan	2021	C- Commercial & Industrial
Unitil Gas	Plan	2021	C- Commercial & Industrial
Unitil Gas	Plan	2021	C- Commercial & Industrial
Unitil Gas	Plan	2021	Total Portfolio
Unitil Gas	Plan	2021	Total Portfolio

each utility's planned versus actual expenditures, savings, and PI. Please provide planned and actual data for each program, not the lower amount, for each program for each year.

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Program	Expenditures	Annual MWh Savings	Lifetime MWh Savings
B1 - Home Energy Assistance	\$ 9,033,638	1,927.7	19,965.6
A1 - Energy Star Homes	\$ 1,925,950	1,383.3	27,338.9
A2 - Home Performance with Energy Star	\$ 7,027,372	1,744.2	33,828.1
A3 - Energy Star Products	\$ 5,711,879	16,581.1	89,227.7
A4 - Residential Behavior	\$ -		
A5 - Residential Active Demand Response	\$ 91,460		
A6a - Res Customer Engagement	\$ 62,530		
A6b - Res ISO Forward Capacity Market Expenses	\$ 6,238		
A6c - Res Education	\$ -		
C1 - Large Business Energy Solutions	\$ 9,926,231	34,764.2	414,922.7
C2 - Small Business Energy Solutions	\$ 10,679,125	37,632.8	430,036.6
C3 - Municipal Energy Solutions	\$ 1,364,325	2,836.7	38,307.5
C4 - Energy Rewards RFP Program	\$ 47,419		
C5 - C&I Active Demand Response	\$ 105,542		
C6a - C&I Customer Engagement	\$ 88,115		
C6b - C&I ISO Forward Capacity Market Expenses	\$ 13,519		
C6c - C&I Education	\$ 127,999		
C6d - C&I Customer Partnerships	\$ 921		
C6e - Smart Start	\$ 18,620		
Performance Incentive			
Total	\$ 46,230,883	96,869.8	1,053,627.2
B1 - Home Energy Assistance	\$ 8,110,149	1,154.7	14,321.0
A1 - Energy Star Homes	\$ 2,271,812	1,071.6	24,269.7
A2 - Home Performance with Energy Star	\$ 6,543,680	1,313.5	14,438.4
A3 - Energy Star Products	\$ 5,745,856	12,349.9	82,718.7
A4 - Residential Behavior	\$ -		
A5 - Residential Active Demand Response	\$ 128,459		
A6a - Res Customer Engagement	\$ 267,703		
A6b - Res ISO Forward Capacity Market Expenses	\$ 48,000		
A6c - Res Education	\$ -		
C1 - Large Business Energy Solutions	\$ 15,066,788	60,359.5	724,619.6
C2 - Small Business Energy Solutions	\$ 6,678,372	19,394.8	217,837.6
C3 - Municipal Energy Solutions	\$ 1,447,985	3,141.9	33,803.8
C4 - Energy Rewards RFP Program	\$ -		
C5 - C&I Active Demand Response	\$ 380,187		
C6a - C&I Customer Engagement	\$ 373,126		
C6b - C&I ISO Forward Capacity Market Expenses	\$ 102,000		

C6c - C&I Education	\$ 290,517		
C6d - C&I Customer Partnerships	\$ 23,124		
C6e - Smart Start	\$ 30,000		
Performance Incentive			
Total	\$ 47,507,758	98,785.9	1,112,008.7
B1 - Home Energy Assistance	\$ 7,908,121	1,587.9	15,066.6
A1 - Energy Star Homes	\$ 1,824,466	1,488.7	32,795.3
A2 - Home Performance with Energy Star	\$ 6,149,887	2,246.5	48,601.2
A3 - Energy Star Products	\$ 5,668,661	17,797.9	122,273.6
A4 - Residential Behavior	\$ 4,505		
A5 - Residential Active Demand Response	\$ 107,580		
A6a - Res Customer Engagement	\$ 165,113		
A6b - Res ISO Forward Capacity Market Expenses	\$ 12,967		
A6c - Res Education	\$ -		
C1 - Large Business Energy Solutions	\$ 11,024,765	35,360.7	474,263.5
C2 - Small Business Energy Solutions	\$ 9,505,311	29,282.7	383,398.3
C3 - Municipal Energy Solutions	\$ 1,497,279	2,851.6	36,085.8
C4 - Energy Rewards RFP Program	\$ 962,329	1,915.9	32,988.6
C5 - C&I Active Demand Response	\$ 624,260		
C6a - C&I Customer Engagement	\$ 231,471		
C6b - C&I ISO Forward Capacity Market Expenses	\$ 27,919		
C6c - C&I Education	\$ 209,434		
C6d - C&I Customer Partnerships	\$ 1,854		
C6e - Smart Start	\$ 36,005		
Performance Incentive			
Total	\$ 45,961,928	92,531.9	1,145,472.9
B1 - Home Energy Assistance	\$ 8,110,149	1,102.6	14,764.9
A1 - Energy Star Homes	\$ 2,271,812	1,127.3	24,754.0
A2 - Home Performance with Energy Star	\$ 6,543,680	1,178.6	15,477.0
A3 - Energy Star Products	\$ 5,745,856	13,830.6	111,535.2
A4 - Residential Behavior	\$ -		
A5 - Residential Active Demand Response	\$ 128,459		
A6a - Res Customer Engagement	\$ 267,703		
A6b - Res ISO Forward Capacity Market Expenses	\$ 48,000		
A6c - Res Education	\$ -		
C1 - Large Business Energy Solutions	\$ 13,583,836	59,273.6	790,775.3
C2 - Small Business Energy Solutions	\$ 6,678,372	20,790.4	273,487.1
C3 - Municipal Energy Solutions	\$ 1,447,985	3,364.1	47,452.7
C4 - Energy Rewards RFP Program	\$ 1,482,952	5,948.6	73,328.5
C5 - C&I Active Demand Response	\$ 380,187		
C6a - C&I Customer Engagement	\$ 373,126		
C6b - C&I ISO Forward Capacity Market Expenses	\$ 102,000		
C6c - C&I Education	\$ 290,517		
C6d - C&I Customer Partnerships	\$ 23,124		
C6e - Smart Start	\$ 30,000		
Performance Incentive			
Total	\$ 47,507,758	106,615.9	1,351,574.6

B1 - Home Energy Assistance	\$ 7,295,396	1,371.3	17,245.2
A1 - Energy Star Homes	\$ 1,259,223	894.2	19,613.0
A2 - Home Performance with Energy Star	\$ 2,869,835	736.5	12,816.2
A3 - Energy Star Products	\$ 4,148,857	14,715.5	104,823.4
A4 - Residential Behavior	\$ 722,318	4,420.6	12,124.6
A5 - Residential Active Demand Response	\$ -		
A6a - Res Customer Engagement	\$ 193,117		
A6b - Res ISO Forward Capacity Market Expenses	\$ 12,525		
A6c - Res Education	\$ -		
C1 - Large Business Energy Solutions	\$ 9,179,261	40,199.7	527,741.2
C2 - Small Business Energy Solutions	\$ 6,674,555	23,655.1	309,379.9
C3 - Municipal Energy Solutions	\$ 1,304,495	3,365.2	44,033.7
C4 - Energy Rewards RFP Program	\$ 528,249	3,625.8	42,201.7
C5 - C&I Active Demand Response	\$ 332,067		
C6a - C&I Customer Engagement	\$ 289,859		
C6b - C&I ISO Forward Capacity Market Expenses	\$ 29,290		
C6c - C&I Education	\$ 277,472		
C6d - C&I Customer Partnerships	\$ 17,216		
C6e - Smart Start	\$ 24,501		
Performance Incentive			
Performance Incentive			
Total	\$ 35,158,236	92,984.0	1,089,978.8
B1 - Home Energy Assistance	\$ 6,015,107	845.6	11,398.4
A1 - Energy Star Homes	\$ 2,060,103	989.4	21,530.6
A2 - Home Performance with Energy Star	\$ 3,808,341	587.9	8,769.1
A3 - Energy Star Products	\$ 3,502,801	8,177.7	64,598.4
A4 - Residential Behavior	\$ 829,581	5,933.6	16,274.5
A5 - Residential Active Demand Response	\$ -		
A6a - Res Customer Engagement	\$ 211,877		
A6b - Res ISO Forward Capacity Market Expenses	\$ 48,000		
A6c - Res Education	\$ -		
C1 - Large Business Energy Solutions	\$ 9,277,318	45,645.0	614,073.2
C2 - Small Business Energy Solutions	\$ 5,056,171	15,162.5	200,792.6
C3 - Municipal Energy Solutions	\$ 1,453,179	3,599.5	50,768.5
C4 - Energy Rewards RFP Program	\$ 1,195,561	4,205.4	51,840.7
C5 - C&I Active Demand Response	\$ 250,000		
C6a - C&I Customer Engagement	\$ 317,815		
C6b - C&I ISO Forward Capacity Market Expenses	\$ 112,000		
C6c - C&I Education	\$ 429,454		
C6d - C&I Customer Partnerships	\$ 25,360		
C6e - Smart Start	\$ 52,000		
Performance Incentive			
Performance Incentive			
Total	\$ 34,644,667	85,146.7	1,040,045.9
B1 - Home Energy Assistance	\$ 4,934,976	704.7	8,015.6
A1 - Energy Star Homes	\$ 1,426,308	1,327.9	30,920.1

A2 - Home Performance with Energy Star	\$ 1,623,436	373.1	5,731.8
A3 - Energy Star Products	\$ 3,432,568	13,993.4	95,488.9
A4 - Residential Behavior	\$ 328,178	2,990.6	7,653.9
A5 - Residential Active Demand Response	\$ -		
A6a - Res Customer Engagement	\$ 158,199		
A6b - Res ISO Forward Capacity Market Expenses	\$ 15,789		
A6c - Res Education	\$ -		
C1 - Large Business Energy Solutions	\$ 7,168,041	34,106.2	453,835.4
C2 - Small Business Energy Solutions	\$ 4,863,267	17,810.5	237,048.2
C3 - Municipal Energy Solutions	\$ 1,384,622	3,277.5	44,781.5
C4 - Energy Rewards RFP Program	\$ 592,468	1,854.1	27,655.0
C5 - C&I Active Demand Response	\$ -		
C6a - C&I Customer Engagement	\$ 237,298		
C6b - C&I ISO Forward Capacity Market Expenses	\$ 36,841		
C6c - C&I Education	\$ 147,404		
C6d - C&I Customer Partnerships	\$ 1,916		
C6e - Smart Start	\$ 17,868		
Performance Incentive			
Performance Incentive			
Total	\$ 26,369,181	76,437.9	911,130.3
B1 - Home Energy Assistance	\$ 4,611,266	623.6	8,182.9
A1 - Energy Star Homes	\$ 1,603,217	717.4	15,281.0
A2 - Home Performance with Energy Star	\$ 2,415,742	348.9	4,919.2
A3 - Energy Star Products	\$ 3,235,076	8,217.1	61,094.5
A4 - Residential Behavior	\$ 404,663	2,675.8	7,339.0
A5 - Residential Active Demand Response	\$ -		
A6a - Res Customer Engagement	\$ 237,201		
A6b - Res ISO Forward Capacity Market Expenses	\$ 48,000		
A6c - Res Education	\$ -		
C1 - Large Business Energy Solutions	\$ 7,291,994	35,375.7	476,514.8
C2 - Small Business Energy Solutions	\$ 4,184,601	11,667.6	155,410.3
C3 - Municipal Energy Solutions	\$ 1,456,555	3,905.2	55,118.0
C4 - Energy Rewards RFP Program	\$ 801,060	2,693.9	33,208.5
C5 - C&I Active Demand Response	\$ -		
C6a - C&I Customer Engagement	\$ 355,801		
C6b - C&I ISO Forward Capacity Market Expenses	\$ 112,001		
C6c - C&I Education	\$ 290,654		
C6d - C&I Customer Partnerships	\$ 25,274		
C6e - Smart Start	\$ 52,000		
Performance Incentive			
Performance Incentive			
Total	\$ 27,125,106	66,225.2	817,068.3
B1 - Home Energy Assistance	\$ 2,930,672	532.3	7,205.1
A1 - Energy Star Homes	\$ 1,218,909	1,027.6	23,580.5
A2 - Home Performance with Energy Star	\$ 1,365,080	311.7	5,128.0
A3 - Energy Star Products	\$ 2,058,667	8,040.0	69,772.4

A4 - Residential Behavior	\$ 333,867	4,283.6	8,814.8
A5 - Residential Active Demand Response	\$ -		
A6a - Res Customer Engagement	\$ 171,295		
A6b - Res ISO Forward Capacity Market Expenses	\$ 15,166		
A6c - Res Education	\$ -		
C1 - Large Business Energy Solutions	\$ 5,610,438	34,891.1	478,268.1
C2 - Small Business Energy Solutions	\$ 3,301,924	12,254.1	164,471.6
C3 - Municipal Energy Solutions	\$ 1,436,277	4,524.6	63,800.9
C4 - Energy Rewards RFP Program	\$ 486,617	2,012.0	24,934.6
C5 - C&I Active Demand Response	\$ -		
C6a - C&I Customer Engagement	\$ 256,942		
C6b - C&I ISO Forward Capacity Market Expenses	\$ 35,387		
C6c - C&I Education	\$ 175,701		
C6d - C&I Customer Partnerships	\$ 906		
C6e - Smart Start	\$ 9,750		
Performance Incentive			
Performance Incentive			
Total	\$ 19,407,598	67,877.0	845,975.9
B1 - Home Energy Assistance	\$ 3,450,394	429.2	5,979.9
A1 - Energy Star Homes	\$ 1,147,211	986.3	22,488.5
A2 - Home Performance with Energy Star	\$ 2,161,079	578.1	6,843.3
A3 - Energy Star Products	\$ 2,044,264	7,773.2	69,878.4
A4 - Residential Behavior	\$ 355,118	2,600.0	7,131.2
A5 - Residential Active Demand Response	\$ -		
A6a - Res Customer Engagement	\$ 85,081		
A6b - Res ISO Forward Capacity Market Expenses	\$ 48,000		
A6c - Res Education	\$ -		
C1 - Large Business Energy Solutions	\$ 5,257,680	20,649.1	284,362.9
C2 - Small Business Energy Solutions	\$ 3,104,617	9,330.8	113,826.8
C3 - Municipal Energy Solutions	\$ 1,452,443	4,419.7	58,769.7
C4 - Energy Rewards RFP Program	\$ 668,687	3,172.0	40,436.4
C5 - C&I Active Demand Response	\$ -		
C6a - C&I Customer Engagement	\$ 127,622		
C6b - C&I ISO Forward Capacity Market Expenses	\$ 112,000		
C6c - C&I Education	\$ 210,000		
C6d - C&I Customer Partnerships	\$ 20,061		
C6e - Smart Start	\$ 52,000		
Performance Incentive			
Performance Incentive			
Total	\$ 20,296,255	49,938.4	609,717.0
B1 - Home Energy Assistance	\$ 2,630,799	514.0	8,753.7
A1 - Energy Star Homes	\$ 1,309,689	1,153.1	27,777.7
A2 - Home Performance with Energy Star	\$ 1,599,053	377.8	7,626.6
A3 - Energy Star Products	\$ 1,799,458	6,571.2	103,338.7
A4 - Residential Behavior	\$ 231,662	4,142.1	9,599.4
A5 - Residential Active Demand Response	\$ -		

A6a - Res Customer Engagement	\$ 215,012		
A6b - Res ISO Forward Capacity Market Expenses	\$ 27,198		
A6c - Res Education	\$ -		
C1 - Large Business Energy Solutions	\$ 4,476,682	25,882.5	356,614.6
C2 - Small Business Energy Solutions	\$ 2,401,442	8,410.5	110,513.9
C3 - Municipal Energy Solutions	\$ 1,447,065	4,783.6	66,966.5
C4 - Energy Rewards RFP Program	\$ 422,587	1,888.9	24,267.6
C5 - C&I Active Demand Response	\$ -		
C6a - C&I Customer Engagement	\$ 316,144		
C6b - C&I ISO Forward Capacity Market Expenses	\$ 63,461		
C6c - C&I Education	\$ 175,525		
C6d - C&I Customer Partnerships	\$ -		
C6e - Smart Start	\$ 28,724		
Performance Incentive			
Performance Incentive			
Total	\$ 17,144,501	53,723.7	715,458.7
B1 - Home Energy Assistance	\$ 2,751,286	487.6	8,871.0
A1 - Energy Star Homes	\$ 957,269	1,143.2	27,881.9
A2 - Home Performance with Energy Star	\$ 1,860,400	295.7	5,414.9
A3 - Energy Star Products	\$ 1,853,018	6,137.7	91,936.6
A4 - Residential Behavior	\$ 251,006	1,755.7	5,267.0
A5 - Residential Active Demand Response	\$ -		
A6a - Res Customer Engagement	\$ 235,002		
A6b - Res ISO Forward Capacity Market Expenses	\$ 48,000		
A6c - Res Education	\$ -		
C1 - Large Business Energy Solutions	\$ 4,704,790	18,266.0	247,515.0
C2 - Small Business Energy Solutions	\$ 2,205,962	7,535.7	98,130.3
C3 - Municipal Energy Solutions	\$ 1,453,463	3,312.9	44,131.3
C4 - Energy Rewards RFP Program	\$ 431,355	1,948.2	24,782.5
C5 - C&I Active Demand Response	\$ -		
C6a - C&I Customer Engagement	\$ 345,537		
C6b - C&I ISO Forward Capacity Market Expenses	\$ 112,000		
C6c - C&I Education	\$ 206,596		
C6d - C&I Customer Partnerships	\$ 18,919		
C6e - Smart Start	\$ 52,000		
Performance Incentive			
Performance Incentive			
Total	\$ 17,486,604	40,882.6	553,930.6
B1 - Home Energy Assistance	\$ 1,128,321	369.0	3,343.0
A1 - Energy Star Homes	\$ 158,626	173.0	3,874.0
A2 - Home Performance with Energy Star	\$ 618,302	183.0	2,824.0
A3 - Energy Star Products	\$ 493,790	566.0	5,092.0
A4 - Residential Behavior	\$ 78,995	1,437.0	1,437.0
A6b - Res ISO Forward Capacity Market Expenses	\$ 13,147		
C1 - Large Business Energy Solutions	\$ 1,340,036	4,248.0	59,574.0

C2 - Small Business Energy Solutions	\$ 1,608,000	3,742.0	49,571.0
C3 - Municipal Energy Solutions	\$ 166,740	292.0	4,168.0
C6b - C&I ISO Forward Capacity Market Expenses	\$ 17,428		
C6c - C&I Education	\$ 22,021		
Performance Incentive - Portfolio			
Total	\$ 5,645,406	11,010.0	129,883.0
B1 - Home Energy Assistance	\$ 1,201,849	129.0	1,553.0
A1 - Energy Star Homes	\$ 359,195	62.0	1,430.0
A2 - Home Performance with Energy Star	\$ 577,162	154.0	2,210.0
A3 - Energy Star Products	\$ 367,436	783.0	5,043.0
A4 - Residential Behavior	\$ 121,300	796.0	796.0
A6b - Res ISO Forward Capacity Market Expenses	\$ 27,057		
C1 - Large Business Energy Solutions	\$ 1,898,823	6,852.0	91,576.0
C2 - Small Business Energy Solutions	\$ 1,208,872	2,817.0	30,943.0
C3 - Municipal Energy Solutions	\$ 166,713	333.0	4,652.0
C6b - C&I ISO Forward Capacity Market Expenses	\$ 63,134		
C6c - C&I Education	\$ 72,756		
Performance Incentive - Portfolio			
Total	\$ 6,064,297	11,926.0	138,203.0
B1 - Home Energy Assistance	\$ 921,576	554.8	6,304.0
A1 - Energy Star Homes	\$ 176,261	148.9	3,291.0
A2 - Home Performance with Energy Star	\$ 565,229	136.4	2,934.0
A3 - Energy Star Products	\$ 539,539	1,366.1	10,035.0
A4 - Residential Behavior	\$ 105,397	791.5	791.0
A6b - Res ISO Forward Capacity Market Expenses	\$ 16,962		
C1 - Large Business Energy Solutions	\$ 1,620,373	6,537.0	89,034.0
C2 - Small Business Energy Solutions	\$ 1,503,121	3,824.0	51,460.0
C3 - Municipal Energy Solutions	\$ 165,361	410.0	5,337.0
C6b - C&I ISO Forward Capacity Market Expenses	\$ 22,484		
C6c - C&I Education	\$ 29,173		
Performance Incentive - Portfolio			
Total	\$ 5,665,477	13,768.7	169,186.0
B1 - Home Energy Assistance	\$ 1,201,849	123.0	1,649.0
A1 - Energy Star Homes	\$ 359,195	173.0	3,903.0
A2 - Home Performance with Energy Star	\$ 577,162	169.0	2,389.0
A3 - Energy Star Products	\$ 367,436	845.0	6,614.0
A4 - Residential Behavior	\$ 121,300	453.0	1,192.0
A6b - Res ISO Forward Capacity Market Expenses	\$ 27,057		
C1 - Large Business Energy Solutions	\$ 1,898,824	7,476.0	106,441.0
C2 - Small Business Energy Solutions	\$ 1,208,872	3,007.0	40,776.0
C3 - Municipal Energy Solutions	\$ 166,713	354.0	4,938.0
C6b - C&I ISO Forward Capacity Market Expenses	\$ 63,134		
C6c - C&I Education	\$ 72,756		
Performance Incentive - Portfolio			
Total	\$ 6,064,297	12,600.0	167,902.0

B1 - Home Energy Assistance	\$ 670,522	199.0	2,722.0
A1 - Energy Star Homes	\$ 167,964	130.0	2,909.0
A2 - Home Performance with Energy Star	\$ 314,424	106.0	1,877.0
A3 - Energy Star Products	\$ 318,447	1,313.0	8,776.0
A4 - Residential Behavior	\$ 130,924	1,210.0	3,509.0
A6b - Res ISO Forward Capacity Market Expenses	\$ 18,568		
C1 - Large Business Energy Solutions	\$ 968,272	4,338.0	57,940.0
C2 - Small Business Energy Solutions	\$ 886,127	2,342.0	31,415.0
C3 - Municipal Energy Solutions	\$ 166,842	542.0	7,552.0
C6b - C&I ISO Forward Capacity Market Expenses	\$ 24,614		
C6c - C&I Education	\$ 54,316		
Performance Incentive			
Performance Incentive			
Total	\$ 3,721,019	10,180.0	116,700.0
B1 - Home Energy Assistance	\$ 690,348	329.0	7,935.0
A1 - Energy Star Homes	\$ 185,138	329.0	7,935.0
A2 - Home Performance with Energy Star	\$ 355,054	88.0	1,328.0
A3 - Energy Star Products	\$ 301,612	988.0	6,469.0
A4 - Residential Behavior	\$ 129,300	668.0	1,991.0
A6b - Res ISO Forward Capacity Market Expenses	\$ 19,500		
C1 - Large Business Energy Solutions	\$ 1,231,211	4,717.0	67,850.0
C2 - Small Business Energy Solutions	\$ 877,784	1,986.0	26,724.0
C3 - Municipal Energy Solutions	\$ 167,048	275.0	3,850.0
C6b - C&I ISO Forward Capacity Market Expenses	\$ 45,500		
C6c - C&I Education	\$ 58,373		
Performance Incentive			
Performance Incentive			
Total	\$ 4,060,868	9,380.0	124,082.0
B1 - Home Energy Assistance	\$ 319,646	83.0	1,022.0
A1 - Energy Star Homes	\$ 141,968	63.0	1,235.0
A2 - Home Performance with Energy Star	\$ 198,334	57.0	1,145.0
A3 - Energy Star Products	\$ 242,908	782.0	5,128.0
A4 - Residential Behavior	\$ 164,703	1,002.0	2,605.0
A6b - Res ISO Forward Capacity Market Expenses	\$ 16,186		
C1 - Large Business Energy Solutions	\$ 739,766	2,945.0	44,148.0
C2 - Small Business Energy Solutions	\$ 552,031	2,126.4	28,900.0
C3 - Municipal Energy Solutions	\$ 167,985	486.0	6,826.0
C6b - C&I ISO Forward Capacity Market Expenses	\$ 21,456		
C6c - C&I Education	\$ 12,110		
Performance Incentive			
Performance Incentive			
Total	\$ 2,577,092	7,544.4	91,009.0

B1 - Home Energy Assistance	\$ 536,898	74.0	1,082.0
A1 - Energy Star Homes	\$ 162,235	68.0	1,505.0
A2 - Home Performance with Energy Star	\$ 210,304	44.0	729.0
A3 - Energy Star Products	\$ 228,331	688.0	4,547.0
A4 - Residential Behavior	\$ 146,950	760.0	2,000.0
A6b - Res ISO Forward Capacity Market Expenses	\$ 19,500		
C1 - Large Business Energy Solutions	\$ 912,651	3,363.0	46,386.0
C2 - Small Business Energy Solutions	\$ 695,978	2,059.0	27,945.0
C3 - Municipal Energy Solutions	\$ 167,755	304.0	4,380.0
C6b - C&I ISO Forward Capacity Market Expenses	\$ 45,500		
C6c - C&I Education	\$ 32,829		
Performance Incentive			
Performance Incentive			
Total	\$ 3,158,930	7,360.0	88,574.0
B1 - Home Energy Assistance	\$ 352,987	66.0	969.0
A1 - Energy Star Homes	\$ 53,360	99.0	2,449.0
A2 - Home Performance with Energy Star	\$ 150,522	87.0	1,602.0
A3 - Energy Star Products	\$ 252,360	991.0	8,388.0
A6b - Res ISO Forward Capacity Market Expenses	\$ 10,257		
C1 - Large Business Energy Solutions	\$ 722,353	3,299.0	46,009.0
C2 - Small Business Energy Solutions	\$ 423,319	1,492.0	19,969.0
C3 - Municipal Energy Solutions	\$ 161,505	265.0	3,677.0
C6b - C&I ISO Forward Capacity Market Expenses	\$ 13,597		
C6c - C&I Education	\$ 16,748		
Performance Incentive			
Performance Incentive			
Total	\$ 2,157,009	6,299.0	83,063.0
B1 - Home Energy Assistance	\$ 392,168	42.0	530.0
A1 - Energy Star Homes	\$ 120,031	49.0	1,016.0
A2 - Home Performance with Energy Star	\$ 185,503	111.0	1,919.0
A3 - Energy Star Products	\$ 240,062	960.0	7,897.0
A6b - Res ISO Forward Capacity Market Expenses	\$ 8,550		
C1 - Large Business Energy Solutions	\$ 703,050	2,378.0	34,391.0
C2 - Small Business Energy Solutions	\$ 445,265	1,259.0	16,697.0
C3 - Municipal Energy Solutions	\$ 179,990	329.0	4,364.0
C6b - C&I ISO Forward Capacity Market Expenses	\$ 19,950		
C6c - C&I Education	\$ 23,435		
Performance Incentive			
Performance Incentive			
Total	\$ 2,318,004	5,128.0	66,814.0
B1 - Home Energy Assistance	\$ 314,958	114.0	2,162.0
A1 - Energy Star Homes	\$ 85,987	196.0	4,845.0
A2 - Home Performance with Energy Star	\$ 155,978	361.0	8,301.0
A3 - Energy Star Products	\$ 228,648	897.0	14,209.0
A6b - Res ISO Forward Capacity Market Expenses	\$ 14,297		

C1 - Large Business Energy Solutions	\$ 671,701	4,592.0	64,480.0
C2 - Small Business Energy Solutions	\$ 295,733	711.0	9,644.0
C3 - Municipal Energy Solutions	\$ 163,042	436.0	6,389.0
C6b - C&I ISO Forward Capacity Market Expenses	\$ 18,952		
C6c - C&I Education	\$ 10,464		
Performance Incentive			
Performance Incentive			
Total	\$ 1,959,760	7,307.0	110,030.0
B1 - Home Energy Assistance	\$ 330,589	60.0	990.0
A1 - Energy Star Homes	\$ 114,653	35.0	784.0
A2 - Home Performance with Energy Star	\$ 187,613	30.0	571.0
A3 - Energy Star Products	\$ 218,882	1,011.0	13,337.0
A6b - Res ISO Forward Capacity Market Expenses	\$ 10,500		
C1 - Large Business Energy Solutions	\$ 648,101	1,374.0	18,481.0
C2 - Small Business Energy Solutions	\$ 421,266	861.0	11,568.0
C3 - Municipal Energy Solutions	\$ 163,788	344.0	4,549.0
C6b - C&I ISO Forward Capacity Market Expenses	\$ 24,500		
C6c - C&I Education	\$ 10,802		
Performance Incentive			
Performance Incentive			
Total	\$ 2,130,693	3,715.0	50,280.0
B1 - Home Energy Assistance	\$ 687,222	82.2	1,189.70
A1 - Energy Star Homes	\$ 203,671	436.5	10,148.20
A2 - Home Performance with Energy Star	\$ 1,153,515	434.4	8,042.60
A3 - Energy Star Products	\$ 1,185,805	3,371.90	15,772.20
A6b - Res ISO Forward Capacity Market Expenses	\$ 3,997		
C1 - Large Business Energy Solutions	\$ 457,637	1,480.20	17,497.90
C2 - Small Business Energy Solutions	\$ 420,277	868.5	9,719.10
C3 - Municipal Energy Solutions	\$ 124,843	151.9	2,047.50
C6c - C&I Education	\$ 7,570		
C6b - C&I ISO Forward Capacity Market Expenses	\$ 9,325		
Performance Incentive			
Total	\$ 4,253,862	6,825.6	64,417.2
B1 - Home Energy Assistance	\$ 838,773	75.9	983.1
A1 - Energy Star Homes	\$ 540,544	161.3	3,321.80
A2 - Home Performance with Energy Star	\$ 670,225	169.4	2,738.00
A3 - Energy Star Products	\$ 858,424	2,545.30	13,105.50
A6b - Res ISO Forward Capacity Market Expenses	\$ 6,000		
C1 - Large Business Energy Solutions	\$ 624,576	2,380.90	25,748.60
C2 - Small Business Energy Solutions	\$ 581,067	1,143.90	11,655.30
C3 - Municipal Energy Solutions	\$ 163,318	179.5	1,971.80
C6c - C&I Education	\$ 73,878		
C6e - Smart Start	\$ 5,000		

C6b - C&I ISO Forward Capacity Market Expenses	\$ 14,000		
Performance Incentive	\$ 196,686		
Total	\$ 4,572,491	6,656.2	59,524.1
B1 - Home Energy Assistance	\$ 731,532	311.4	2,139.80
A1 - Energy Star Homes	\$ 152,386	77.1	1,525.70
A2 - Home Performance with Energy Star	\$ 801,644	381.4	8,327.00
A3 - Energy Star Products	\$ 938,728	3,801.10	22,053.90
A6b - Res ISO Forward Capacity Market Expenses	\$ 3,116		
C1 - Large Business Energy Solutions	\$ 412,886	2,491.10	34,328.80
C2 - Small Business Energy Solutions	\$ 370,993	918	12,320.90
C3 - Municipal Energy Solutions	\$ 265,325	386.8	4,859.20
C6c - C&I Education	\$ 9,247		
C6b - C&I ISO Forward Capacity Market Expenses	\$ 7,271		
Performance Incentive			
Total	\$ 3,693,128	8,366.9	85,555.3
B1 - Home Energy Assistance	\$ 838,773	71.3	968.3
A1 - Energy Star Homes	\$ 540,544	163.9	3,896.30
A2 - Home Performance with Energy Star	\$ 670,225	169	2,861.40
A3 - Energy Star Products	\$ 858,424	2,710.10	18,293.40
A6b - Res ISO Forward Capacity Market Expenses	\$ 6,000		
C1 - Large Business Energy Solutions	\$ 163,318	2,564.10	33,333.90
C2 - Small Business Energy Solutions	\$ 581,067	1,209.60	15,939.10
C3 - Municipal Energy Solutions	\$ 624,576	128.8	1,674.00
C6c - C&I Education	\$ 73,878		
C6e - Smart Start	\$ 5,000		
C6b - C&I ISO Forward Capacity Market Expenses	\$ 14,000		
C6e - Smart Start	\$ 5,000		
Performance Incentive			
Total	\$ 4,380,805	7,016.8	76,966.4
B1 - Home Energy Assistance	\$ 529,830	62.4	832.8
A1 - Energy Star Homes	\$ 181,875	187.2	4,553.90
A2 - Home Performance with Energy Star	\$ 548,207	125.3	2,332.50
A3 - Energy Star Products	\$ 527,216	3,172.80	17,805.00
A6b - Res ISO Forward Capacity Market Expenses	\$ 3,659		
C1 - Large Business Energy Solutions	\$ 226,077	1,393.20	18,179.90
C2 - Small Business Energy Solutions	\$ 336,500	1,189.10	15,795.30
C3 - Municipal Energy Solutions	\$ 239,398	341.5	4,559.60
C6c - C&I Education	\$ 16,521		
C6b - C&I ISO Forward Capacity Market Expenses	\$ 8,537		
Performance Incentive			
Performance Incentive			
Total	\$ 2,617,819	6,471.5	64,059.0
B1 - Home Energy Assistance	\$ 499,416	65.6	766.2
A1 - Energy Star Homes	\$ 246,675	65	1,479.60
A2 - Home Performance with Energy Star	\$ 519,511	166	2,767.60
A3 - Energy Star Products	\$ 602,895	2,244.50	13,751.60
A6b - Res ISO Forward Capacity Market Expenses	\$ 6,000		

C1 - Large Business Energy Solutions	\$ 381,524	1,581.50	20,560.00
C2 - Small Business Energy Solutions	\$ 499,967	1,144.70	15,089.60
C3 - Municipal Energy Solutions	\$ 159,403	166	2,158.30
C6c - C&I Education	\$ 60,494		
C6e - Smart Start	\$ 5,000		
C6b - C&I ISO Forward Capacity Market Expenses	\$ 14,000		
Performance Incentive			
Performance Incentive			
Total	\$ 2,994,884	5,433.3	56,572.9
B1 - Home Energy Assistance	\$ 348,316	48.5	712.9
A1 - Energy Star Homes	\$ 147,672	48.1	1,095.20
A2 - Home Performance with Energy Star	\$ 383,006	122.7	2,240.90
A3 - Energy Star Products	\$ 425,055	2,053.00	12,522.40
A6b - Res ISO Forward Capacity Market Expenses	\$ 5,178		
C1 - Large Business Energy Solutions	\$ 135,105	1,442.73	18,759.30
C2 - Small Business Energy Solutions	\$ 241,447	582.1	7,674.60
C3 - Municipal Energy Solutions	\$ 304,536	196.8	2,558.70
C6e - Smart Start	\$ 1,059		
C6c - C&I Education	\$ 7,829		
C6b - C&I ISO Forward Capacity Market Expenses	\$ 12,082		
Performance Incentive			
Performance Incentive			
Total	\$ 2,011,287	4,493.9	45,564.0
B1 - Home Energy Assistance	\$ 371,085	44.1	515.5
A1 - Energy Star Homes	\$ 235,909	52.7	1,176.60
A2 - Home Performance with Energy Star	\$ 287,670	70.5	1,174.50
A3 - Energy Star Products	\$ 469,559	1,427.00	9,711.20
A6b - Res ISO Forward Capacity Market Expenses	\$ 6,000		
C1 - Large Business Energy Solutions	\$ 277,067	1,456.17	18,930.20
C2 - Small Business Energy Solutions	\$ 314,465	786.2	10,220.10
C3 - Municipal Energy Solutions	\$ 157,519	137	1,781.10
C6c - C&I Education	\$ 44,577		
C6e - Smart Start	\$ 5,000		
C6b - C&I ISO Forward Capacity Market Expenses	\$ 14,000		
Performance Incentive			
Performance Incentive			
Total	\$ 2,182,850	3,973.7	43,509.2
B1 - Home Energy Assistance	\$ 280,148	35.8	481.1
A1 - Energy Star Homes	\$ 129,651	100.7	2,436.50
A2 - Home Performance with Energy Star	\$ 148,637	62.3	1,118.50
A3 - Energy Star Products	\$ 308,155	1,199.90	10,101.10
A6b - Res ISO Forward Capacity Market Expenses	\$ 3,622		
C1 - Large Business Energy Solutions	\$ 158,370	1,258.30	16,368.30
C2 - Small Business Energy Solutions	\$ 238,152	487.2	6,648.10
C3 - Municipal Energy Solutions	\$ 236,809	168.8	2,194.90
C6e - Smart Start	\$ 2,160		
C6c - C&I Education	\$ 24,559		

C6b - C&I ISO Forward Capacity Market Expenses	\$ 8,451		
Performance Incentive			
Performance Incentive			
Total	\$ 1,538,715	3,313.0	39,348.5
B1 - Home Energy Assistance	\$ 284,308	41.3	500.1
A1 - Energy Star Homes	\$ 172,764	228.6	5,607.20
A2 - Home Performance with Energy Star	\$ 218,456	100.2	1,725.70
A3 - Energy Star Products	\$ 338,248	1,008.70	8,361.40
A6b - Res ISO Forward Capacity Market Expenses	\$ 3,000		
C1 - Large Business Energy Solutions	\$ 174,968	1,056.60	13,736.40
C2 - Small Business Energy Solutions	\$ 241,342	718	9,334.00
C3 - Municipal Energy Solutions	\$ 209,679	178.6	2,322.30
C6c - C&I Education	\$ 39,358		
C6b - C&I ISO Forward Capacity Market Expenses	\$ 7,000		
Performance Incentive			
Performance Incentive			
Total	\$ 1,689,123	3,332.0	41,587.1
B1 - Home Energy Assistance	\$ 292,376	46.2	812.4
A1 - Energy Star Homes	\$ 129,039	52.8	1,030.70
A2 - Home Performance with Energy Star	\$ 204,480	109.9	2,699.80
A3 - Energy Star Products	\$ 264,733	863.5	13,698.60
A6b - Res ISO Forward Capacity Market Expenses	\$ 3,743		
C1 - Large Business Energy Solutions	\$ 197,081	609.9	7,978.90
C2 - Small Business Energy Solutions	\$ 265,112	721.7	9,549.00
C3 - Municipal Energy Solutions	\$ 109,309	210.6	2,738.10
C6c - C&I Education	\$ 19,343		
C6e - Smart Start	\$ 1,254		
C6b - C&I ISO Forward Capacity Market Expenses	\$ 8,734		
Performance Incentive			
Performance Incentive			
Total	\$ 1,495,203	2,614.6	38,507.5
B1 - Home Energy Assistance	\$ 255,703	33.3	531.3
A1 - Energy Star Homes	\$ 150,426	32.4	602.9
A2 - Home Performance with Energy Star	\$ 225,205	130.9	3,231.90
A3 - Energy Star Products	\$ 353,270	787.9	11,969.50
A6b - Res ISO Forward Capacity Market Expenses	\$ 3,000		
C1 - Large Business Energy Solutions	\$ 160,393	978.3	12,737.80
C2 - Small Business Energy Solutions	\$ 253,038	614.1	7,978.30
C3 - Municipal Energy Solutions	\$ 202,403	306.5	3,979.70
C6c - C&I Education	\$ 39,020		
C6b - C&I ISO Forward Capacity Market Expenses	\$ 7,000		
Performance Incentive			
Performance Incentive			
Total	\$ 1,649,458	2,883.4	41,031.4
B1 - Home Energy Assistance	\$ 1,649,014	121.0	2,824.0
A1 - Energy Star Homes	\$ 561,010	-	-

A2 - Home Performance with Energy Star	\$ 1,279,870	83.0	834.0
A3 - Energy Star Products	\$ 835,696	29.0	491.0
A4 - Residential Behavior	\$ 218,276	-	-
C1 - Large Business Energy Solutions	\$ 1,803,524	(28.0)	(553.0)
C2 - Small Business Energy Solutions	\$ 1,548,647	(10.0)	(201.0)
C3 - Municipal Energy Solutions	\$ 22,215		
Performance Incentive			
Total	\$ 7,918,253	195.0	3,395.0
B1 - Home Energy Assistance	\$ 1,482,845	-	-
A1 - Energy Star Homes	\$ 874,689	-	-
A2 - Home Performance with Energy Star	\$ 1,029,960	159.0	796.0
A3 - Energy Star Products	\$ 964,367	19.0	318.0
A4 - Residential Behavior	\$ 286,995	-	-
C1 - Large Business Energy Solutions	\$ 2,190,676	-	-
C2 - Small Business Energy Solutions	\$ 1,805,139	3.0	45.0
C3 - Municipal Energy Solutions	\$ 87,944		
Performance Incentive			
Total	\$ 8,722,615	181.0	1,159.0
B1 - Home Energy Assistance	\$ 1,676,017	42.0	829.9
A1 - Energy Star Homes	\$ 684,613	1.4	35.9
A2 - Home Performance with Energy Star	\$ 1,198,339	133.3	1,025.4
A3 - Energy Star Products	\$ 932,145	130.9	2,055.7
A4 - Residential Behavior	\$ 289,531	-	-
C1 - Large Business Energy Solutions	\$ 1,619,656	(465.3)	(6,755.6)
C2 - Small Business Energy Solutions	\$ 2,088,171	(2.1)	(74.3)
C3 - Municipal Energy Solutions	\$ 26,042		
Performance Incentive			
Total	\$ 8,514,515	(159.9)	(2,883.0)
B1 - Home Energy Assistance	\$ 1,676,441	57.2	1,155.9
A1 - Energy Star Homes	\$ 874,689	168.5	3,762.1
A2 - Home Performance with Energy Star	\$ 933,162	178.7	1,066.8
A3 - Energy Star Products	\$ 867,569	123.1	1,919.0
A4 - Residential Behavior	\$ 286,995	-	-
C1 - Large Business Energy Solutions	\$ 2,190,676	-	-
C2 - Small Business Energy Solutions	\$ 1,805,139	-	-
C3 - Municipal Energy Solutions	\$ 87,944		
Performance Incentive			
Total	\$ 8,722,615	527.5	7,903.8
B1 - Home Energy Assistance	\$ 1,683,152	81.2	1,279.1
A1 - Energy Star Homes	\$ 430,693	68.6	1,405.5
A2 - Home Performance with Energy Star	\$ 888,595	192.6	1,291.6
A3 - Energy Star Products	\$ 921,922	38.8	659.9
A4 - Residential Behavior	\$ 269,755	-	-
C1 - Large Business Energy Solutions	\$ 1,808,918	218.0	2,327.7
C2 - Small Business Energy Solutions	\$ 1,389,860	31.3	551.8
C6c - C&I Education	\$ 38,799		

Performance Incentive			
Performance Incentive			
Total	\$ 7,431,694	630.6	7,515.6
B1 - Home Energy Assistance	\$ 1,310,342	47.5	968.2
A1 - Energy Star Homes	\$ 421,351	47.7	1,192.5
A2 - Home Performance with Energy Star	\$ 1,035,751	178.0	1,147.1
A3 - Energy Star Products	\$ 925,001	40.6	689.1
A4 - Residential Behavior	\$ 270,764	-	-
C1 - Large Business Energy Solutions	\$ 2,300,303	-	-
C2 - Small Business Energy Solutions	\$ 1,361,981	-	-
C6c - C&I Education	\$ 82,400		
Performance Incentive			
Performance Incentive			
Total	\$ 7,707,894	313.8	3,996.9
B1 - Home Energy Assistance	\$ 984,077	13.1	266.6
A1 - Energy Star Homes	\$ 234,317	70.5	1,167.5
A2 - Home Performance with Energy Star	\$ 688,212	116.3	765.2
A3 - Energy Star Products	\$ 1,230,077	31.2	531.2
A4 - Residential Behavior	\$ 264,914	-	-
C1 - Large Business Energy Solutions	\$ 1,253,657	62.4	624.0
C2 - Small Business Energy Solutions	\$ 1,226,552	66.4	1,101.0
C6c - C&I Education	\$ 20,213		
Performance Incentive			
Performance Incentive			
Total	\$ 5,902,020	359.8	4,455.5
B1 - Home Energy Assistance	\$ 1,217,300	52.9	1,103.1
A1 - Energy Star Homes	\$ 207,100	53.1	1,326.4
A2 - Home Performance with Energy Star	\$ 767,160	121.4	862.3
A3 - Energy Star Products	\$ 1,091,674	52.3	871.0
A4 - Residential Behavior	\$ 296,600	-	-
C1 - Large Business Energy Solutions	\$ 1,981,418	-	-
C2 - Small Business Energy Solutions	\$ 1,521,323	-	-
C6c - C&I Education	\$ 78,000		
Performance Incentive			
Performance Incentive			
Total	\$ 7,160,575	279.7	4,162.8
B1 - Home Energy Assistance	\$ 826,371	41.8	884.7
A1 - Energy Star Homes	\$ 111,025	2.1	51.3
A2 - Home Performance with Energy Star	\$ 354,067	4.8	99.4
A3 - Energy Star Products	\$ 989,619	27.4	465.7
A4 - Residential Behavior	\$ 224,350	-	-
C1 - Large Business Energy Solutions	\$ 1,118,670	59.6	1,086.2
C2 - Small Business Energy Solutions	\$ 852,560	90.6	1,606.5

C6c - C&I Education	\$ 25,125		
Performance Incentive			
Performance Incentive			
Total	\$ 4,501,788	226.3	4,193.7
B1 - Home Energy Assistance	\$ 1,005,700	50.7	1,014.9
A1 - Energy Star Homes	\$ 136,000	28.7	718.1
A2 - Home Performance with Energy Star	\$ 729,200	185.4	3,707.4
A3 - Energy Star Products	\$ 815,220	39.5	671.2
A4 - Residential Behavior	\$ 227,000	-	-
C1 - Large Business Energy Solutions	\$ 1,563,100	-	-
C2 - Small Business Energy Solutions	\$ 1,373,000	1.3	24.2
C6c - C&I Education	\$ 64,500		
Performance Incentive			
Performance Incentive			
Total	\$ 5,913,720	305.6	6,135.8
B1 - Home Energy Assistance	\$ 1,003,642	54.3	1,129.7
A1 - Energy Star Homes	\$ 99,240	348.8	8,719.6
A2 - Home Performance with Energy Star	\$ 478,819	0.1	2.5
A3 - Energy Star Products	\$ 970,998	3.6	1,170.7
A4 - Residential Behavior	\$ 245,049	-	-
C1 - Large Business Energy Solutions	\$ 1,362,063	730.8	13,034.5
C2 - Small Business Energy Solutions	\$ 795,989	17.9	301.5
C6c - C&I Education	\$ 24,070		
Performance Incentive			
Performance Incentive			
Total	\$ 4,979,871	1,155.5	24,358.6
B1 - Home Energy Assistance	\$ 895,000	34.0	671.0
A1 - Energy Star Homes	\$ 85,000	26.0	652.0
A2 - Home Performance with Energy Star	\$ 645,815	-	-
A3 - Energy Star Products	\$ 995,000	41.0	694.0
A4 - Residential Behavior	\$ 298,000	-	-
C1 - Large Business Energy Solutions	\$ 1,488,000	-	-
C2 - Small Business Energy Solutions	\$ 1,190,000	2.0	42.0
C6c - C&I Education	\$ 25,000		
Performance Incentive			
Performance Incentive			
Total	\$ 5,621,815	103.0	2,059.0
A1 - Energy Star Homes	\$165,837	51.6	1,009.80
A2 - Home Performance with Energy Star	\$987,149	187.8	3,597.10
A3 - Energy Star Products	\$1,043,217	3,223.90	15,230.80
A4 - Residential Behavior	\$163,736	2,173.80	2,173.80
A5 - Residential Active Demand Response	\$67,749		

A6b - Res ISO Forward Capacity Market Expenses	\$5,759		
B1 - Home Energy Assistance	\$1,730,657	186	3,124.00
C1 - Large Business Energy Solutions	\$1,529,984	4,576.50	47,989.50
C2 - Small Business Energy Solutions	\$1,474,901	4,686.70	47,616.20
C3 - Municipal Energy Solutions	\$223,471	447.9	4,478.80
C5 - C&I Active Demand Response	\$168,950		
C6b - C&I ISO Forward Capacity Market Expenses	\$10,210		
C6c - C&I Education	\$12,254		
Performance Incentive			
Total	\$7,583,874	15,534.20	125,219.90
A1 - Energy Star Homes	\$446,821	98.6	2,415.70
A2 - Home Performance with Energy Star	\$801,804	92.6	1,631.80
A3 - Energy Star Products	\$1,044,547	2,075.70	12,485.50
A4 - Residential Behavior	\$153,784	1,851.20	1,851.20
A5 - Residential Active Demand Response	\$122,100	-	-
A6b - Res ISO Forward Capacity Market Expenses	\$26,500	-	-
A6c - Res Education	\$ -	-	-
B1 - Home Energy Assistance	\$1,353,131	80.5	1,119.30
C1 - Large Business Energy Solutions	\$1,632,099	5,582.90	62,400.30
C2 - Small Business Energy Solutions	\$1,570,430	3,894.70	40,043.80
C3 - Municipal Energy Solutions	\$265,230	414.3	4,365.00
C5 - C&I Active Demand Response	\$227,343	-	-
C6b - C&I ISO Forward Capacity Market Expenses	\$25,000	-	-
C6c - C&I Education	\$74,785	-	-
Performance Incentive			
Total	\$7,743,574	14,090.50	126,312.50
A1 - Energy Star Homes	\$167,126	199.7	3,310.90
A2 - Home Performance with Energy Star	\$268,193	61.8	1,266.60
A3 - Energy Star Products	\$358,236	1,764.10	29,800.30
A6b - Res ISO Forward Capacity Market Expenses	\$20,889	-	-
A6c - Res Education	\$19,331	-	-
B1 - Home Energy Assistance	\$369,329	54.1	930.6
C1 - Large Business Energy Solutions	\$688,316	4,938.60	71,202.30
C2 - Small Business Energy Solutions	\$499,144	1,451.90	18,905.20
C3 - Municipal Energy Solutions	\$134,369	159.8	2,077.30
C6b - C&I ISO Forward Capacity Market Expenses	\$15,000	-	-
C6c - C&I Education	\$2,620	-	-
Performance Incentive			
Performance Incentive			
Total	\$2,542,554	8,630.00	127,493.10
A1 - Energy Star Homes	\$170,000	67.6	1,321.30
A2 - Home Performance with Energy Star	\$436,631	42.3	755
A3 - Energy Star Products	\$365,000	1,433.40	23,633.40
A6b - Res ISO Forward Capacity Market Expenses	\$15,000	-	-
B1 - Home Energy Assistance	\$455,327	52.3	952.7
C1 - Large Business Energy Solutions	\$708,104	2,778.50	38,416.90
C2 - Small Business Energy Solutions	\$455,001	990.5	13,468.50

C3 - Municipal Energy Solutions	\$219,876	240.5	3,140.80
C6b - C&I ISO Forward Capacity Market Expenses	\$15,000	-	-
C6c - C&I Education	\$44,936	-	-
Performance Incentive			
Performance Incentive			
Total	\$2,884,874	5,605.10	81,688.60
A1 - Energy Star Homes	\$101,427	44.8	753.7
A2 - Home Performance with Energy Star	\$213,462	45.9	856.4
A3 - Energy Star Products	\$340,905	1,216.40	10,564.60
A6b - Res ISO Forward Capacity Market Expenses	\$7,125	-	-
B1 - Home Energy Assistance	\$388,231	37.1	515.9
C1 - Large Business Energy Solutions	\$748,208	2,319.90	30,428.60
C2 - Small Business Energy Solutions	\$794,503	2,381.70	31,256.40
C3 - Municipal Energy Solutions	\$386,763	1,303.20	16,864.90
C6b - C&I ISO Forward Capacity Market Expenses	\$10,228	-	-
C6c - C&I Education	\$14,612	-	-
Performance Incentive			
Performance Incentive			
Total	\$3,005,465	7,349.10	91,240.40
A1 - Energy Star Homes	\$130,000	36.1	685.5
A2 - Home Performance with Energy Star	\$300,000	55.5	874.6
A3 - Energy Star Products	\$402,826	1,406.50	11,832.80
A6b - Res ISO Forward Capacity Market Expenses	\$23,000	-	-
B1 - Home Energy Assistance	\$538,874	36.1	476.1
C1 - Large Business Energy Solutions	\$804,856	2,851.10	37,063.80
C2 - Small Business Energy Solutions	\$686,088	1,597.40	20,944.10
C3 - Municipal Energy Solutions	\$476,529	718.9	9,346.30
C6b - C&I ISO Forward Capacity Market Expenses	\$18,820	-	-
C6c - C&I Education	\$45,000	-	-
Performance Incentive			
Performance Incentive			
Total	\$3,425,992	6,701.60	81,223.20
A1 - Energy Star Homes	\$169,803	107.3	1,791.60
A2 - Home Performance with Energy Star	\$302,726	73.4	1,333.50
A3 - Energy Star Products	\$528,287	2,172.60	13,961.90
A4 - Residential Behavior	\$223,785	385.6	385.6
A6b - Res ISO Forward Capacity Market Expenses	\$3,942	-	-
B1 - Home Energy Assistance	\$662,392	149	2,348.60
C1 - Large Business Energy Solutions	\$711,154	4,152.70	56,129.40
C2 - Small Business Energy Solutions	\$799,497	2,469.40	32,486.30
C3 - Municipal Energy Solutions	\$224,879	285.9	3,741.50
C6b - C&I ISO Forward Capacity Market Expenses	\$7,729	-	-
C6c - C&I Education	\$27,106	-	-
Performance Incentive			
Performance Incentive			
Total	\$3,661,299	9,796.00	112,178.40
A1 - Energy Star Homes	\$164,704	48.7	873

A2 - Home Performance with Energy Star	\$430,000	66.1	1,062.40
A3 - Energy Star Products	\$484,188	1,662.70	10,584.00
A4 - Residential Behavior	\$286,984	1,237.00	3,231.60
A6b - Res ISO Forward Capacity Market Expenses	\$14,000	-	-
B1 - Home Energy Assistance	\$706,636	76.4	1,147.10
C1 - Large Business Energy Solutions	\$1,018,000	3,251.30	44,359.40
C2 - Small Business Energy Solutions	\$779,756	1,941.50	25,871.40
C3 - Municipal Energy Solutions	\$218,878	422.2	6,293.30
C6b - C&I ISO Forward Capacity Market Expenses	\$16,165	-	-
C6c - C&I Education	\$37,369	-	-
Performance Incentive			
Performance Incentive			
Total	\$4,156,680	8,705.80	93,422.30
A1 - Energy Star Homes	\$259,860	119	1,807.10
A2 - Home Performance with Energy Star	\$517,028	132.8	2,687.00
A3 - Energy Star Products	\$683,755	2,874.10	18,863.60
A4 - Residential Behavior	\$167,701	2,350.10	6,446.40
A6b - Res ISO Forward Capacity Market Expenses	\$9,194	-	-
B1 - Home Energy Assistance	\$1,020,067	383.8	2,497.80
C1 - Large Business Energy Solutions	\$1,280,014	4,682.90	60,427.50
C2 - Small Business Energy Solutions	\$935,895	2,879.20	38,276.40
C3 - Municipal Energy Solutions	\$264,183	443.5	5,765.30
C5 - C&I Active Demand Response	\$53,925	-	-
C6b - C&I ISO Forward Capacity Market Expenses	\$16,898	-	-
C6c - C&I Education	\$20,368	-	-
Performance Incentive			
Performance Incentive			
Total	\$5,228,889	13,865.50	136,771.10
A1 - Energy Star Homes	\$205,783	65.1	1,216.20
A2 - Home Performance with Energy Star	\$704,300	89	1,503.70
A3 - Energy Star Products	\$617,955	1,840.70	12,023.80
A4 - Residential Behavior	\$184,985	917	2,423.60
A6b - Res ISO Forward Capacity Market Expenses	\$13,500	-	-
B1 - Home Energy Assistance	\$980,094	85.9	1,148.60
C1 - Large Business Energy Solutions	\$1,353,124	4,148.20	56,285.90
C2 - Small Business Energy Solutions	\$1,008,203	2,535.50	32,911.00
C3 - Municipal Energy Solutions	\$220,642	411.5	5,481.10
C5 - C&I Active Demand Response	\$93,765		
C6b - C&I ISO Forward Capacity Market Expenses	\$19,990	-	-
C6c - C&I Education	\$70,209	-	-
Performance Incentive			
Performance Incentive			
Total	\$5,472,550	10,092.90	112,993.90
A1 - Energy Star Homes	\$271,100	186.8	2,967.10
A2 - Home Performance with Energy Star	\$880,051	67.9	1,082.30
A3 - Energy Star Products	\$1,166,569	4,071.10	26,914.50
A4 - Residential Behavior	\$129,728	1,734.00	1,734.00

A6b - Res ISO Forward Capacity Market Expenses	\$7,749	-	-
B1 - Home Energy Assistance	\$1,191,817	397.6	3,706.80
C1 - Large Business Energy Solutions	\$1,510,013	7,139.60	92,890.20
C2 - Small Business Energy Solutions	\$1,558,616	3,237.70	42,353.70
C3 - Municipal Energy Solutions	\$254,757	414.5	5,397.90
C5 - C&I Active Demand Response	\$137,580	-	-
C6b - C&I ISO Forward Capacity Market Expenses	\$16,950	-	-
C6c - C&I Education	\$20,485	-	-
Performance Incentive			
Total	\$7,145,414	17,249.20	177,046.40
A1 - Energy Star Homes	\$446,821	98.4	2,033.50
A2 - Home Performance with Energy Star	\$801,804	93.4	1,666.10
A3 - Energy Star Products	\$1,044,547	2,269.60	16,834.70
A4 - Residential Behavior	\$153,784	675	1,851.00
A5 - Residential Active Demand Response	\$122,100	-	-
A6b - Res ISO Forward Capacity Market Expenses	\$26,500	-	-
B1 - Home Energy Assistance	\$1,353,131	77.9	1,147.90
C1 - Large Business Energy Solutions	\$1,632,099	6,051.00	77,988.60
C2 - Small Business Energy Solutions	\$1,570,430	4,224.40	54,646.50
C3 - Municipal Energy Solutions	\$265,230	459.2	6,812.60
C5 - C&I Active Demand Response	\$227,343	-	-
C6b - C&I ISO Forward Capacity Market Expenses	\$25,000	-	-
C6c - C&I Education	\$74,785	-	-
Performance Incentive			
Total	\$7,743,573	13,949.00	162,980.90
A1 - Energy Star Homes	\$90,656		
A2 - Home Performance with Energy Star	\$125,903		
A3 - Energy Star Products	\$339,473		
A6c - Res Education	\$9,110		
B1 - Home Energy Assistance	\$232,459		
C1 - Large Business Energy Solutions	\$318,458		
C2 - Small Business Energy Solutions	\$210,949		
C6c - C&I Education	\$6,929		
Performance Incentive			
Performance Incentive			
Total	\$1,333,935	-	-
A1 - Energy Star Homes	\$68,750		
A2 - Home Performance with Energy Star	\$147,740		
A3 - Energy Star Products	\$335,243		
A6c - Res Education	\$17,000		
B1 - Home Energy Assistance	\$208,884		
C1 - Large Business Energy Solutions	\$325,308		
C2 - Small Business Energy Solutions	\$ 231,722		
C6c - C&I Education	\$ 13,000		
Performance Incentive			
Performance Incentive			
Total	\$ 1,347,647	-	-

A1 - Energy Star Homes	\$ 170,911	65.3	1,318.3
A2 - Home Performance with Energy Star	\$ 119,165	3.3	64.9
A3 - Energy Star Products	\$ 254,639	16.2	251.1
B1 - Home Energy Assistance	\$ 221,118	4.0	80.3
C1 - Large Business Energy Solutions	\$ 376,625	(80.7)	(1,211.1)
C2 - Small Business Energy Solutions	\$ 239,188	0.8	15.1
C6c - C&I Education	\$ 5,758		
Performance Incentive			
Performance Incentive			
Total	\$ 1,387,405	8.9	518.6
A1 - Energy Star Homes	\$ 160,500	42.5	970.0
A2 - Home Performance with Energy Star	\$ 136,800	10.8	184.0
A3 - Energy Star Products	\$ 210,000	18.5	289.0
B1 - Home Energy Assistance	\$ 241,100	19.5	354.0
C1 - Large Business Energy Solutions	\$ 413,800	-	-
C2 - Small Business Energy Solutions	\$ 241,500	-	-
C6c - C&I Education	\$ 14,400	-	-
Performance Incentive			
Performance Incentive			
Total	\$ 1,418,100	91.3	1,797.0
A1 - Energy Star Homes	\$ 191,400	9.2	64.2
A2 - Home Performance with Energy Star	\$ 204,200	19.4	202.4
A3 - Energy Star Products	\$ 315,200	19.9	312.6
A4 - Residential Behavior	\$ 93,300	-	-
B1 - Home Energy Assistance	\$ 374,000	16.9	143.4
C1 - Large Business Energy Solutions	\$ 623,000	-	-
C2 - Small Business Energy Solutions	\$ 380,500	1.5	27.2
C6c - C&I Education	\$ 18,400	-	-
Performance Incentive			
Performance Incentive			
Total	\$ 2,200,000	66.9	749.8
A1 - Energy Star Homes	\$ 174,000	7.2	51.9
A2 - Home Performance with Energy Star	\$ 183,000	23.3	219.0
A3 - Energy Star Products	\$ 293,600	17.0	264.8
A4 - Residential Behavior	\$ 145,100	-	-
B1 - Home Energy Assistance	\$ 339,500	19.1	151.2
C1 - Large Business Energy Solutions	\$ 535,000	-	-
C2 - Small Business Energy Solutions	\$ 310,300	1.5	27.2
C6c - C&I Education	\$ 16,700	-	-
Performance Incentive			
Performance Incentive			
Total	\$ 1,997,200	68.1	714.1
A1 - Energy Star Homes	\$ 162,869	27.4	433.7
A2 - Home Performance with Energy Star	\$ 201,021	17.2	326.1
A3 - Energy Star Products	\$ 390,116	33.2	516.4
A4 - Residential Behavior	\$ 74,676	-	-
B1 - Home Energy Assistance	\$ 386,836	4.3	93.3

C1 - Large Business Energy Solutions	\$ 618,082	(1.0)	(4.1)
C2 - Small Business Energy Solutions	\$ 398,640	28.6	460.7
C6c - C&I Education	\$ 7,499	-	-
Performance Incentive			
Performance Incentive			
Total	\$ 2,239,739	109.7	1,826.0
A1 - Energy Star Homes	\$ 191,400	5.4	37.5
A2 - Home Performance with Energy Star	\$ 204,237	24.4	279.7
A3 - Energy Star Products	\$ 315,236	22.6	351.9
A4 - Residential Behavior	\$ 81,756	-	-
B1 - Home Energy Assistance	\$ 374,026	11.8	114.2
C1 - Large Business Energy Solutions	\$ 623,035	-	-
C2 - Small Business Energy Solutions	\$ 380,546	1.5	27.2
C6c - C&I Education	\$ 18,370	-	-
Performance Incentive			
Performance Incentive			
Total	\$ 2,188,606	65.8	810.5
A1 - Energy Star Homes	\$ 137,160	0.8	15.0
A2 - Home Performance with Energy Star	\$ 270,911	9.1	142.4
A3 - Energy Star Products	\$ 369,029	10.2	165.7
A4 - Residential Behavior	\$ 55,847	-	-
B1 - Home Energy Assistance	\$ 424,240	0.5	10.2
C1 - Large Business Energy Solutions	\$ 417,526	-	-
C2 - Small Business Energy Solutions	\$ 531,517	0.2	3.0
C6c - C&I Education	\$ 7,886		
Performance Incentive			
Total	\$ 2,214,115	20.8	336.4
A1 - Energy Star Homes	\$ 213,187	10.1	160.8
A2 - Home Performance with Energy Star	\$ 222,642	20.6	265.6
A3 - Energy Star Products	\$ 347,114	12.5	196.9
A4 - Residential Behavior	\$ 69,206	-	-
B1 - Home Energy Assistance	\$ 413,000	12.3	125.2
C1 - Large Business Energy Solutions	\$ 740,393	-	-
C2 - Small Business Energy Solutions	\$ 405,248	1.9	34.7
C6c - C&I Education	\$ 18,567	-	-
Performance Incentive			
Total	\$ 2,429,357	57.3	783.3
A1 - Energy Star Homes	\$ 120,485	-	-
A2 - Home Performance with Energy Star	\$ 447,192	18.2	152.5
A3 - Energy Star Products	\$ 336,806	7.3	121.8
A4 - Residential Behavior	\$ 25,317	-	-
B1 - Home Energy Assistance	\$ 401,744	10.5	195.7
C1 - Large Business Energy Solutions	\$ 447,666	-	-
C2 - Small Business Energy Solutions	\$ 483,665	1.1	29.5
C6c - C&I Education	\$ -		
Performance Incentive			
Total	\$ 2,262,875	37.0	499.5

A1 - Energy Star Homes	\$ 213,187	-	-
A2 - Home Performance with Energy Star	\$ 222,642	18.2	152.5
A3 - Energy Star Products	\$ 347,114	7.3	121.8
A4 - Residential Behavior	\$ 69,206	-	-
A6c - Res Education	\$ -	-	-
A6e - Res Financing	\$ -	-	-
B1 - Home Energy Assistance	\$ 413,000	10.5	195.7
C1 - Large Business Energy Solutions	\$ 740,393	-	-
C2 - Small Business Energy Solutions	\$ 405,248	1.1	29.5
C6c - C&I Education	\$ 18,567	-	-
Performance Incentive			
Total	\$ 2,429,357	37.0	499.5

ach program, for each completed program year since 2016. Please also

avings

Annual MMBTU Savings	Lifetime MMBTU Savings	PI	PI Starting at 100%
17,297.6	370,374.5		
20,773.9	497,781.2		
88,086.0	2,011,194.4		
(23,610.4)	(21,454.5)		
(9,768.5)	(101,027.1)		
(23,754.0)	(257,442.1)		
1,619.0	36,079.7		
		\$ 2,749,894	\$ 1,657,774
70,643.6	2,535,506.1	\$ 2,749,894	\$ 1,657,774
23,999.0	498,590.2		
11,275.2	269,119.5		
65,147.5	1,244,664.8		
(10,611.0)	24,060.7		
(17,026.9)	(171,207.4)		
(17,096.1)	(172,930.4)		
2,502.7	58,447.1		

		\$ 2,611,277	\$ 2,611,277
58,190.4	1,750,744.5	\$ 2,611,277	\$ 2,611,277
13,021.2	281,442.3		
13,405.0	334,497.4		
47,755.1	1,093,899.4		
16,846.5	251,631.0		
3,539.1	53,086.2		
		\$ 2,183,772	\$ -
94,566.8	2,014,556.2	\$ 2,183,772	\$ -
26,820.9	557,763.7		
11,436.2	270,061.3		
58,069.1	1,098,218.4		
3,560.8	51,632.7		
3,422.6	51,338.5		
		\$ 2,611,277	\$ 2,611,277
103,309.6	2,029,014.6	\$ 2,611,277	\$ 2,611,277

18,300.7	397,936.5		
14,295.7	356,991.8		
18,665.7	396,526.3		
6,681.9	99,037.5		
3,083.4	46,251.0		
		\$ 1,048,262	\$ 1,048,262
		\$ 1,108,753	\$ 1,108,753
61,027.4	1,296,743.1	\$ 2,157,015	\$ 2,157,015
21,015.5	438,474.7		
11,505.2	270,551.3		
31,408.4	628,921.2		
2,709.0	39,246.5		
3,434.8	51,522.6		
		\$ 906,170	\$ 906,170
		\$ 996,427	\$ 996,427
70,073.0	1,428,716.3	\$ 1,902,597	\$ 1,902,597
17,951.9	385,089.3		
11,250.7	280,339.2		

12,974.0	274,327.6		
4,447.5	65,372.9		
(37.2)	(554.3)		
5,803.5	93,859.4		
		\$ 819,463	\$ 819,463
		\$ 873,382	\$ 873,382
52,390.4	1,098,434.1	\$ 1,692,845	\$ 1,692,845
14,683.3	305,351.1		
7,782.0	182,905.5		
16,650.1	333,422.6		
2,545.6	36,794.8		
3,442.8	51,642.3		
		\$ 690,534	\$ 690,534
		\$ 798,487	\$ 798,487
45,103.8	910,116.3	\$ 1,489,021	\$ 1,489,021
10,943.7	233,988.7		
9,833.3	245,419.5		
11,843.3	248,948.6		
341.6	3,757.5		

6,050.7	99,136.4		
		\$ 489,813	\$ 489,813
		\$ 777,163	\$ 777,163
39,012.6	831,250.7	\$ 1,266,977	\$ 1,266,977
11,489.3	235,517.2		
9,335.7	233,057.3		
15,376.1	306,920.5		
682.0	7,501.9		
3,433.1	33,710.1		
		\$ 511,013	\$ 511,013
		\$ 602,421	\$ 602,421
40,316.1	816,706.9	\$ 1,113,434	\$ 1,113,434
9,126.6	189,840.4		
8,379.1	208,541.5		
12,836.5	271,852.2		
1,478.7	16,266.1		

6,349.8	112,136.0		
		\$ 630,411	\$ 630,411
		\$ 799,262	\$ 465,145
38,170.7	798,636.1	\$ 1,429,673	\$ 1,095,556
8,372.0	168,662.5		
5,177.4	128,870.6		
11,650.0	227,821.8		
1,998.4	21,982.5		
1,242.6	29,444.6		
		\$ 596,699	\$ 596,699
		\$ 710,897	\$ 710,897
28,440.3	576,781.9	\$ 1,307,595	\$ 1,307,595
1,023.0	24,723.0		
2,816.0	70,876.0		
7,327.0	166,539.0		
(216.0)	3,010.0		
(1,718.0)	(22,058.0)		

(1,459.0)	(18,410.0)		
1,316.0	36,316.0		
		\$ 335,189	\$ 204,409
9,089.0	260,996.0	\$ 335,189	\$ 204,409
3,275.0	72,982.0		
613.0	14,683.0		
4,634.0	83,521.0		
(772.0)	(296.0)		
(1,162.0)	(11,974.0)		
(680.0)	(6,799.0)		
(216.0)	(2,179.0)		
		\$ 333,536	\$ 333,536
5,692.0	149,938.0	\$ 333,536	\$ 333,536
883.0	14,844.0		
240.0	5,715.0		
3,487.0	77,226.0		
296.0	4,389.0		
-	-		
51.0	1,285.0		
189.0	4,725.0		
		\$ 320,987	\$ 221,849
5,146.0	108,184.0	\$ 320,987	\$ 221,849
4,890.0	106,013.0		
1,746.0	41,666.0		
4,126.0	65,497.0		
184.0	2,631.0		
-	-		
-	-		
-	-		
		\$ 333,536	\$ 333,536
10,946.0	215,807.0	\$ 333,536	\$ 333,536

587.0	13,548.0		
2,536.0	58,863.0		
1,936.0	41,458.0		
171.0	2,443.0		
-	-		
-	-		
56.0	1,104.0		
		\$ 89,337	\$ 89,337
		\$ 106,662	\$ -
5,286.0	117,416.0	\$ 196,000	\$ 89,337
1,171.0	29,189.0		
1,171.0	29,189.0		
2,452.0	49,020.0		
132.0	1,886.0		
-	-		
-	-		
59.0	1,485.0		
		\$ 92,452	\$ 92,452
		\$ 130,895	\$ 130,895
4,985.0	110,769.0	\$ 223,348	\$ 223,348
999.0	18,665.0		
2,084.0	43,473.0		
1,710.0	36,692.0		
110.0	1,557.0		
-	-		
-	-		
95.0	2,363.0		
		\$ 70,902	\$ 70,902
		\$ 90,106	\$ 90,106
4,998.0	102,750.0	\$ 161,008	\$ 161,008

1,513.0	33,195.0		
533.0	12,621.0		
1,530.0	32,009.0		
127.0	1,833.0		
-	-		
-	-		
40.0	989.0		
		\$ 71,732	\$ 71,732
		\$ 102,009	\$ 102,009
3,743.0	80,647.0	\$ 173,741	\$ 173,741
1,345.0	27,755.0		
32.0	798.0		
797.0	16,802.0		
27.0	298.0		
-	-		
-	-		
117.0	2,920.0		
		\$ 51,812	\$ 51,812
		\$ 91,955	\$ 91,955
2,318.0	48,573.0	\$ 143,767	\$ 143,767
967.0	21,427.0		
1,106.0	27,622.0		
1,224.0	26,425.0		
22.0	246.0		
-	-		
-	-		
-	-		
		\$ 52,047	\$ 52,047
		\$ 75,443	\$ 75,443
3,319.0	75,720.0	\$ 127,490	\$ 127,490
905.0	20,664.0		
481.0	11,966.0		
686.0	14,571.0		
98.0	1,089.0		

-	-		
-	-		
-	-		
		\$ 81,196	\$ 81,196
		\$ 114,780	\$ 114,780
2,170.0	48,290.0	\$ 195,976	\$ 195,976
961.0	21,494.0		
889.0	22,193.0		
1,029.0	21,756.0		
86.0	948.0		
-	-		
-	-		
159.0	3,871.0		
		\$ 64,668	\$ 64,668
		\$ 95,134	\$ 95,134
3,124.0	70,262.0	\$ 159,802	\$ 159,802
856.6	17,454.20		
1,149.00	28,069.50		
13,291.50	276,242.40		
-5,537.10	-11,478.10		
-453.5	-4,570.90		
-337.3	-3,433.60		
292.5	7,018.00		
		\$ 206,546	\$ 190,240
9,261.7	309,301.5	\$ 206,546	\$ 190,240
2,129.00	41,469.80		
1,474.20	36,980.40		
6,869.20	136,418.50		
-3,261.90	-7,307.00		
-1,267.30	-12,673.50		
-548.7	-5,487.00		
128.9	1,910.20		

		\$ 196,686	\$ 196,686
5,523.4	191,311.4	\$ 196,686	\$ 196,686
1,163.30	24,872.00		
1,981.60	49,248.30		
5,411.40	125,440.00		
149.8	2,096.50		
-	-		
-	-		
2,458.80	27,391.70		
		\$ 223,781	\$ 203,237
11,164.9	229,048.5	\$ 223,781	\$ 203,237
2,329.90	46,634.70		
1,490.70	37,136.70		
6,066.00	119,858.10		
424.3	5,940.80		
-	-		
-	-		
245.8	3,195.00		
		\$ 240,394	\$ 240,394
10,556.7	212,765.3	\$ 240,394	\$ 240,394
1,456.80	31,422.20		
1,464.60	36,591.80		
3,646.40	77,161.40		
171.1	2,395.30		
-	-		
-	-		
577.6	8,573.00		
		\$ 98,493	\$ 98,493
		\$ 45,487	\$ 45,487
7,316.5	156,143.7	\$ 143,980	\$ 143,980
1,773.70	35,336.10		
559.3	13,933.80		
4,506.40	94,091.30		
162.8	2,278.80		

-	-		
-	-		
379.9	4,938.50		
		\$ 103,097	\$ 103,097
		\$ 61,346	\$ 61,346
7,382.1	150,578.5	\$ 164,443	\$ 164,443
1,067.30	24,276.20		
840	20,976.10		
3,132.20	66,776.10		
194.7	2,725.50		
-	-		
-	-		
140.5	1,826.60		
		\$ 72,008	\$ 72,008
		\$ 38,555	\$ 19,278
5,374.7	116,580.5	\$ 110,563	\$ 91,286
1,204.40	24,009.10		
442.4	11,021.70		
1,912.40	39,930.20		
191.6	2,682.90		
-	-		
-	-		
353.1	4,590.90		
		\$ 75,362	\$ 75,362
		\$ 44,420	\$ 44,420
4,103.9	82,234.8	\$ 119,782	\$ 119,782
1,015.70	22,003.50		
966.4	24,103.00		
741	15,231.00		
51.1	561.6		
-	-		
-	-		
830.8	10,228.10		

		\$ 53,361	\$ 32,470
		\$ 33,218	\$ 14,966
3,605.0	72,127.2	\$ 86,579	\$ 47,436
965.7	18,637.60		
916.8	22,869.20		
1,214.40	24,287.50		
50.4	553.9		
-	-		
-	-		
280	3,640.40		
		\$ 55,923	\$ 55,923
		\$ 36,979	\$ 36,979
3,427.3	69,988.6	\$ 92,902	\$ 92,902
842.9	17,418.07		
1,310.31	26,566.62		
713.6	17,767.67		
201.4	2,215.38		
-	-		
-	-		
700.4	14,137.40		
		\$ 77,985	\$ 77,985
		\$ 40,045	\$ 21,594
3,768.6	78,105.1	\$ 118,029	\$ 99,579
732.8	15,042.30		
1,281.70	25,905.40		
587.7	14,605.40		
300.2	3,301.80		
-	-		
-	-		
84.6	2,115.00		
		\$ 74,070	\$ 74,070
		\$ 49,639	\$ 49,639
2,987.0	60,969.9	\$ 123,709	\$ 123,709
5,896.0	115,358.0		
5,331.0	132,521.0		

17,784.0	407,503.0		
15,490.0	253,746.0		
20,661.0	20,661.0		
51,816.0	769,235.0		
24,365.0	424,282.0		
		\$ 454,900	\$ 370,685
141,343.0	2,123,306.0	\$ 454,900	\$ 370,685
6,381.0	127,363.0		
12,724.0	318,111.0		
13,010.0	234,604.0		
14,841.0	244,433.0		
13,169.0	13,169.0		
61,935.0	774,804.0		
24,125.0	404,316.0		
		\$ 479,744	\$ 479,744
146,185.0	2,116,800.0	\$ 479,744	\$ 479,744
7,377.0	126,396.0		
9,395.0	231,815.0		
13,577.0	278,476.0		
11,669.0	198,289.0		
11,994.0	11,994.0		
33,753.0	875,212.0		
59,114.0	633,324.0		
		\$ 440,093	\$ 93,315
146,879.0	2,355,506.0	\$ 440,093	\$ 93,315
8,460.1	170,836.4		
12,724.4	283,197.6		
11,796.1	209,185.5		
11,161.4	188,881.4		
7,438.2	27,346.3		
65,052.5	1,037,113.5		
30,789.0	491,863.4		
		\$ 479,744	\$ 479,744
147,421.7	2,408,424.1	\$ 479,744	\$ 479,744
7,378.0	141,756.0		
3,953.0	98,501.0		
11,519.0	206,599.0		
17,651.0	285,346.0		
10,884.0	37,004.0		
69,643.0	958,548.0		
28,467.0	486,647.0		

		\$ 262,937	\$ 262,937
		\$ 160,485	\$ -
149,495.0	2,214,401.0	\$ 423,421	\$ 262,937
7,637.0	155,506.8		
2,576.8	64,419.4		
10,825.2	201,356.8		
11,990.0	201,701.3		
7,384.0	27,356.0		
65,862.9	1,155,639.6		
31,804.2	486,961.8		
		\$ 217,977	\$ 217,977
		\$ 205,958	\$ 205,958
138,080.1	2,292,941.7	\$ 423,934	\$ 423,934
5,636.0	109,394.0		
2,385.0	59,576.0		
8,510.0	140,365.0		
35,151.0	548,424.0		
8,116.0	30,027.0		
50,500.0	699,292.0		
28,935.0	501,103.0		
		\$ 233,860	\$ 233,860
		\$ 154,118	\$ 85,952
139,233.0	2,088,181.0	\$ 387,978	\$ 319,812
7,714.4	158,452.5		
1,869.0	46,724.9		
8,325.0	156,771.7		
15,099.4	260,397.0		
7,100.0	27,400.0		
58,764.6	741,620.9		
39,207.6	563,568.9		
		\$ 196,891	\$ 196,891
		\$ 196,941	\$ 196,941
138,080.0	1,954,935.9	\$ 393,832	\$ 393,832
4,476.0	93,955.0		
2,103.0	52,587.0		
3,508.0	76,319.0		
11,846.0	207,528.0		
9,708.0	33,878.0		
44,189.0	707,968.0		
25,815.0	396,122.0		

		\$ 126,052	\$ -
		\$ 111,093	\$ 60,085
101,645.0	1,568,357.0	\$ 237,145	\$ 60,085
5,302.0	106,032.4		
1,828.7	45,716.3		
7,369.3	156,463.3		
10,383.6	178,692.9		
9,700.0	32,600.0		
50,253.0	654,549.7		
38,717.4	517,573.3		
		\$ 160,222	\$ 160,222
		\$ 165,033	\$ 165,033
123,554.0	1,691,627.9	\$ 325,255	\$ 325,255
6,998.0	142,640.0		
938.0	23,438.0		
13,901.0	311,156.0		
16,658.0	283,075.0		
9,622.0	30,030.0		
41,330.0	633,340.0		
20,732.0	350,303.0		
		\$ 246,714	\$ 246,714
		\$ 190,591	\$ 110,483
110,179.0	1,773,982.0	\$ 437,305	\$ 357,197
6,339.0	123,267.0		
1,599.0	39,984.0		
15,258.0	305,154.0		
15,590.0	261,654.0		
18,440.0	55,320.0		
47,471.0	725,780.0		
17,647.0	319,986.0		
		\$ 233,505	\$ 233,505
		\$ 216,240	\$ 216,240
122,344.0	1,831,145.0	\$ 449,745	\$ 449,745
1,803.40	43,369.50		
5,986.00	132,130.20		
-5,247.20	-8,433.70		
-	-		

1,150.50	24,278.30		
-1,984.70	-19,657.40		
-1,607.50	-15,979.60		
-286	-2,859.60		
		\$472,850	\$482,807
-185.4	152,847.70	\$472,850	\$482,807
1,796.20	44,988.50		
3,196.40	64,090.40		
-2,527.20	-2,914.00		
-	-		
-	-		
-	-		
-	-		
2,692.20	53,818.00		
-779.8	-8,002.20		
-8,639.90	-86,495.10		
-98.9	-988.9		
-	-		
-	-		
-	-		
		\$324,275	\$324,275
-4,361.00	64,496.70	\$324,275	\$324,275
512.4	12,566.00		
1,583.90	34,323.50		
95.9	1,054.90		
-	-		
-	-		
1,229.00	24,587.40		
1,239.10	18,585.90		
-	-		
579.1	11,669.50		
-	-		
-	-		
		\$108,833	\$135,273
		\$135,339	\$144,292
5,239.30	102,787.20	\$244,173	\$279,565
894.9	21,691.80		
3,211.00	68,632.10		
83	912.7		
-	-		
1,465.80	28,654.10		
-	-		
-	-		

231	4,800.60		
-	-		
-	-		
		\$112,105	\$112,105
		\$108,219	\$108,219
5,885.70	124,691.30	\$220,324	\$220,324
728.5	6,487.90		
1,212.20	20,698.00		
231.3	1,598.10		
-	-		
1,058.10	22,674.00		
-	-		
-	-		
-	-		
-	-		
-	-		
		\$54,776	\$72,679
		\$124,017	\$128,902
3,230.10	51,458.00	\$178,793	\$201,581
665.3	16,599.90		
1,717.60	36,502.00		
394.6	4,341.00		
-	-		
1,892.00	37,504.00		
-	-		
-	-		
300	6,000.00		
-	-		
-	-		
		\$76,708	\$76,708
		\$111,721	\$111,721
4,969.50	100,946.90	\$188,430	\$188,430
893.5	18,980.90		
1,486.50	31,772.50		
317.9	4,562.40		
-	-		
-	-		
1,596.00	32,479.60		
-	-		
-	-		
-	-		
-	-		
-	-		
		\$111,565	\$123,104
		\$119,615	\$139,871
4,293.80	87,795.40	\$231,180	\$262,975
632.4	15,783.90		

2,270.40	45,510.00		
373.9	5,465.30		
-	-		
-	-		
2,293.60	46,205.80		
-	-		
-	-		
90	1,800.00		
-	-		
-	-		
		\$114,758	\$114,758
		\$113,859	\$113,859
5,660.30	114,765.10	\$228,617	\$228,617
523.9	11,574.10		
3,179.20	67,465.60		
176.5	2,471.40		
-	-		
-	-		
1,367.60	29,298.10		
-	-		
-	-		
-	-		
-	-		
-	-		
-	-		
		\$154,678	\$157,531
		\$148,322	\$154,141
5,247.20	110,809.20	\$303,000	\$311,672
436	10,856.50		
3,291.00	66,075.00		
485.1	7,122.00		
-	-		
-	-		
3,102.60	62,052.60		
-	-		
-	-		
90	1,800.00		
-	-		
-	-		
		\$148,864	\$148,864
		\$146,969	\$146,969
7,404.80	147,906.10	\$295,833	\$295,833
97	31,723.10		
7,413.90	157,458.60		
394.4	5,751.90		
-	-		

-	-		
892.4	19,106.40		
-	-		
-	-		
-	-		
-	-		
-	-		
-	-		
-	-		
		\$472,193	\$507,398
8,797.70	214,040.00	\$472,193	\$507,398
1,800.00	45,000.00		
3,209.40	64,494.00		
733.6	10,733.10		
-	-		
-	-		
-	-		
2,948.20	59,094.90		
-	-		
-	-		
50	1,000.00		
-	-		
-	-		
-	-		
		\$425,897	\$425,897
8,741.30	180,322.00	\$425,897	\$425,897
1,141.00	27,939.00		
1,053.80	22,180.00		
4,655.70	84,115.20		
-	-		
1,011.00	19,593.10		
11,251.90	218,055.90		
5,482.70	107,297.70		
-	-		
		\$58,030	\$56,611
		\$43,336	\$46,058
24,596.10	479,180.90	\$101,366	\$102,669
610	14,308.80		
1,525.50	34,783.40		
4,977.50	92,742.40		
-	-		
1,112.40	24,183.30		
16,625.80	258,334.10		
5,296.7	117,452.3		
-	-		
		\$ 62,209	\$ 62,209
		\$ 45,602	\$ 45,602
30,147.9	541,804.4	\$ 107,812	\$ 107,812

979.0	24,140.0		
1,007.1	21,156.4		
3,444.2	60,838.9		
1,101.9	21,454.2		
21,305.4	325,854.5		
4,439.8	79,748.3		
		\$ 39,738	\$ 38,837
		\$ 35,942	\$ 38,725
32,277.4	533,192.3	\$ 75,680	\$ 77,562
1,276.5	31,681.5		
1,228.8	25,504.0		
2,987.7	50,524.9		
1,206.6	23,672.0		
19,472.3	385,820.2		
4,403.6	89,832.3		
-	-		
		\$ 41,166	\$ 41,166
		\$ 36,833	\$ 36,833
30,575.5	607,034.9	\$ 78,000	\$ 78,000
1,436.1	35,031.0		
1,473.7	25,814.4		
4,000.8	66,448.6		
3,170.0	9,620.0		
1,964.6	40,000.9		
16,432.7	241,209.7		
8,229.1	130,383.7		
-	-		
		\$ 79,811	\$ 78,047
		\$ 38,678	\$ 47,238
36,707.0	548,508.3	\$ 118,489	\$ 125,285
1,312.5	32,046.0		
1,381.3	24,573.3		
3,629.4	60,691.6		
4,980.0	13,010.0		
1,859.4	38,285.3		
14,000.2	203,586.7		
6,380.9	107,870.9		
-	-		
		\$ 59,230	\$ 59,230
		\$ 50,618	\$ 50,618
33,543.7	480,063.8	\$ 109,848	\$ 109,848
1,706.2	41,663.4		
1,314.3	28,383.1		
8,154.3	138,776.1		
5,461.0	14,978.1		
3,239.4	65,090.2		

21,486.4	307,893.6		
7,988.7	129,608.2		
-	-		
		\$ 82,282	\$ 78,974
		\$ 59,805	\$ 59,673
49,350.1	726,392.7	\$ 142,087	\$ 138,647
1,440.5	35,260.0		
1,655.2	28,946.4		
4,032.4	68,316.2		
3,252.0	8,745.6		
1,947.4	39,469.7		
16,150.3	236,973.5		
8,229.1	130,383.7		
-	-		
		\$ 64,166	\$ 64,166
		\$ 56,207	\$ 56,207
36,706.9	548,095.1	\$ 120,373	\$ 120,373
405.6	8,112.2		
423.0	7,743.9		
3,158.8	54,415.8		
1,256.4	3,446.0		
643.2	12,726.5		
47.2	613.1		
2,839.5	51,193.0		
		\$ 69,339	\$ 74,677
8,773.7	138,250.5	\$ 69,339	\$ 74,677
1,506.5	29,950.0		
1,716.5	34,137.2		
5,826.8	103,963.6		
1,934.0	5,304.5		
2,136.8	44,343.1		
19,094.2	278,343.2		
8,096.4	126,923.4		
-	-		
		\$ 133,615	\$ 133,615
40,311.2	622,965.0	\$ 133,615	\$ 133,615
1,276.0	29,951.3		
3,292.7	71,985.1		
3,857.9	67,864.2		
5,967.8	5,967.8		
1,184.1	24,467.7		
12,824.9	192,374.0		
6,936.6	92,623.5		
		\$ 128,222	\$ 137,429
35,340.1	485,233.6	\$ 128,222	\$ 137,429

1,276.0	29,951.3		
3,292.7	71,985.1		
3,857.9	67,864.2		
5,967.8	5,967.8		
-	-		
-	-		
1,184.1	24,467.7		
12,824.9	192,374.0		
6,936.6	92,623.5		
-	-		
		\$ 133,615	\$ 133,615
35,340.1	485,233.6	\$ 133,615	\$ 133,615

PI meeting the maximum threshold

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

*The 2019 results for Residential did not exceed the maximum threshold (125%) for any component. With no maximum cap, the PI would remain \$262,937.

*The 2019 results for C&I did not exceed the maximum threshold (125%) for any component. With no maximum cap, the PI would remain \$160,485.

*The 2018 results for Residential exceed the maximum threshold (125%) for both Lifetime Savings (144%) and the B/C ratio (128%) components. With no maximum cap, the PI would remain \$253,991.

*The 2018 results for C&I exceeded the maximum threshold (125%) for the B/C ratio component (144%). With no maximum cap, the PI would have been \$167,183.

[illegible]

\$156,744 if no cap at 5%

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

Instructions:

In order to create a comprehensive Energy Efficiency Program-wide dataset on the rebate amount, we used the rebate amount as the total cost of the program, while further breaking out the cost of the contracted services from the rebate payment.

Please add as many rows to the table as necessary.

[illegible]

[illegible]

Actual	2019	Eversource	B - Low-Income
Actual	2019	Eversource	A - Residential
Actual	2019	Eversource	A - Residential
Actual	2019	Eversource	A - Residential
Actual	2019	Eversource	A - Residential
Actual	2019	Eversource	A - Residential
Actual	2019	Eversource	A - Residential
Actual	2019	Eversource	A - Residential
Actual	2019	Eversource	C - Commercial & Industrial
Actual	2019	Eversource	C - Commercial & Industrial
Actual	2019	Eversource	C - Commercial & Industrial
Actual	2019	Eversource	C - Commercial & Industrial
Actual	2019	Eversource	C - Commercial & Industrial
Actual	2019	Eversource	C - Commercial & Industrial
Actual	2019	Eversource	C - Commercial & Industrial
Actual	2019	Eversource	C - Commercial & Industrial
Actual	2019	Eversource	C - Commercial & Industrial
Actual	2019	Eversource	A - Residential
Actual	2019	Eversource	C - Commercial & Industrial
Actual	2019	Eversource	Total Portfolio
Plan	2019	Eversource	B - Low-Income
Plan	2019	Eversource	A - Residential
Plan	2019	Eversource	A - Residential
Plan	2019	Eversource	A - Residential
Plan	2019	Eversource	A - Residential
Plan	2019	Eversource	A - Residential
Plan	2019	Eversource	A - Residential
Plan	2019	Eversource	A - Residential
Plan	2019	Eversource	A - Residential
Plan	2019	Eversource	C - Commercial & Industrial
Plan	2019	Eversource	C - Commercial & Industrial
Plan	2019	Eversource	C - Commercial & Industrial
Plan	2019	Eversource	C - Commercial & Industrial
Plan	2019	Eversource	C - Commercial & Industrial
Plan	2019	Eversource	C - Commercial & Industrial
Plan	2019	Eversource	C - Commercial & Industrial
Plan	2019	Eversource	C - Commercial & Industrial
Plan	2019	Eversource	C - Commercial & Industrial
Plan	2019	Eversource	A - Residential
Plan	2019	Eversource	C - Commercial & Industrial
Plan	2019	Eversource	Total Portfolio
Actual	2018	Eversource	B - Low-Income
Actual	2018	Eversource	A - Residential
Actual	2018	Eversource	A - Residential

Actual	2018	Eversource	A - Residential
Actual	2018	Eversource	A - Residential
Actual	2018	Eversource	A - Residential
Actual	2018	Eversource	A - Residential
Actual	2018	Eversource	A - Residential
Actual	2018	Eversource	A - Residential
Actual	2018	Eversource	C - Commercial & Industrial
Actual	2018	Eversource	C - Commercial & Industrial
Actual	2018	Eversource	C - Commercial & Industrial
Actual	2018	Eversource	C - Commercial & Industrial
Actual	2018	Eversource	C - Commercial & Industrial
Actual	2018	Eversource	C - Commercial & Industrial
Actual	2018	Eversource	C - Commercial & Industrial
Actual	2018	Eversource	C - Commercial & Industrial
Actual	2018	Eversource	C - Commercial & Industrial
Actual	2018	Eversource	A - Residential
Actual	2018	Eversource	C - Commercial & Industrial
Actual	2018	Eversource	Total Portfolio
Plan	2018	Eversource	B - Low-Income
Plan	2018	Eversource	A - Residential
Plan	2018	Eversource	A - Residential
Plan	2018	Eversource	A - Residential
Plan	2018	Eversource	A - Residential
Plan	2018	Eversource	A - Residential
Plan	2018	Eversource	A - Residential
Plan	2018	Eversource	A - Residential
Plan	2018	Eversource	C - Commercial & Industrial
Plan	2018	Eversource	C - Commercial & Industrial
Plan	2018	Eversource	C - Commercial & Industrial
Plan	2018	Eversource	C - Commercial & Industrial
Plan	2018	Eversource	C - Commercial & Industrial
Plan	2018	Eversource	C - Commercial & Industrial
Plan	2018	Eversource	C - Commercial & Industrial
Plan	2018	Eversource	C - Commercial & Industrial
Plan	2018	Eversource	C - Commercial & Industrial
Plan	2018	Eversource	A - Residential
Plan	2018	Eversource	C - Commercial & Industrial
Plan	2018	Eversource	Total Portfolio
Actual	2017	Eversource	B - Low-Income
Actual	2017	Eversource	A - Residential
Actual	2017	Eversource	A - Residential
Actual	2017	Eversource	A - Residential
Actual	2017	Eversource	A - Residential

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Actual	2016	Eversource	C - Commercial & Industrial
Actual	2016	Eversource	C - Commercial & Industrial
Actual	2016	Eversource	C - Commercial & Industrial
Actual	2016	Eversource	C - Commercial & Industrial
Actual	2016	Eversource	C - Commercial & Industrial
Actual	2016	Eversource	C - Commercial & Industrial
Actual	2016	Eversource	C - Commercial & Industrial
Actual	2016	Eversource	C - Commercial & Industrial
Actual	2016	Eversource	C - Commercial & Industrial
Actual	2016	Eversource	C - Commercial & Industrial
Actual	2016	Eversource	A - Residential
Actual	2016	Eversource	C - Commercial & Industrial
Actual	2016	Eversource	Total Portfolio
Plan	2016	Eversource	B - Low-Income
Plan	2016	Eversource	A - Residential
Plan	2016	Eversource	A - Residential
Plan	2016	Eversource	A - Residential
Plan	2016	Eversource	A - Residential
Plan	2016	Eversource	A - Residential
Plan	2016	Eversource	A - Residential
Plan	2016	Eversource	A - Residential
Plan	2016	Eversource	A - Residential
Plan	2016	Eversource	A - Residential
Plan	2016	Eversource	C - Commercial & Industrial
Plan	2016	Eversource	C - Commercial & Industrial
Plan	2016	Eversource	C - Commercial & Industrial
Plan	2016	Eversource	C - Commercial & Industrial
Plan	2016	Eversource	C - Commercial & Industrial
Plan	2016	Eversource	C - Commercial & Industrial
Plan	2016	Eversource	C - Commercial & Industrial
Plan	2016	Eversource	C - Commercial & Industrial
Plan	2016	Eversource	C - Commercial & Industrial
Plan	2016	Eversource	A - Residential
Plan	2016	Eversource	C - Commercial & Industrial
Plan	2016	Eversource	Total Portfolio
Actual	2021	Liberty - Electric	B - Low-Income
Actual	2021	Liberty - Electric	A - Residential
Actual	2021	Liberty - Electric	A - Residential
Actual	2021	Liberty - Electric	A - Residential
Actual	2021	Liberty - Electric	A - Residential
Actual	2021	Liberty - Electric	A - Residential
Actual	2021	Liberty - Electric	C - Commercial & Industrial
Actual	2021	Liberty - Electric	C - Commercial & Industrial
Actual	2021	Liberty - Electric	C - Commercial & Industrial
Actual	2021	Liberty - Electric	C - Commercial & Industrial
Actual	2021	Liberty - Electric	C - Commercial & Industrial

Actual	2021	Liberty - Electric	D - Portfolio
Actual	2021	Liberty - Electric	Total Portfolio
Plan	2021	Liberty - Electric	B - Low-Income
Plan	2021	Liberty - Electric	A - Residential
Plan	2021	Liberty - Electric	A - Residential
Plan	2021	Liberty - Electric	A - Residential
Plan	2021	Liberty - Electric	A - Residential
Plan	2021	Liberty - Electric	A - Residential
Plan	2021	Liberty - Electric	C - Commercial & Industrial
Plan	2021	Liberty - Electric	C - Commercial & Industrial
Plan	2021	Liberty - Electric	C - Commercial & Industrial
Plan	2021	Liberty - Electric	C - Commercial & Industrial
Plan	2021	Liberty - Electric	C - Commercial & Industrial
Plan	2021	Liberty - Electric	D - Portfolio
Plan	2021	Liberty - Electric	Total Portfolio
Actual	2020	Liberty - Electric	B - Low-Income
Actual	2020	Liberty - Electric	A - Residential
Actual	2020	Liberty - Electric	A - Residential
Actual	2020	Liberty - Electric	A - Residential
Actual	2020	Liberty - Electric	A - Residential
Actual	2020	Liberty - Electric	A - Residential
Actual	2020	Liberty - Electric	C - Commercial & Industrial
Actual	2020	Liberty - Electric	C - Commercial & Industrial
Actual	2020	Liberty - Electric	C - Commercial & Industrial
Actual	2020	Liberty - Electric	C - Commercial & Industrial
Actual	2020	Liberty - Electric	C - Commercial & Industrial
Actual	2020	Liberty - Electric	D - Portfolio
Actual	2020	Liberty - Electric	Total Portfolio
Plan	2020	Liberty - Electric	B - Low-Income
Plan	2020	Liberty - Electric	A - Residential
Plan	2020	Liberty - Electric	A - Residential
Plan	2020	Liberty - Electric	A - Residential
Plan	2020	Liberty - Electric	A - Residential
Plan	2020	Liberty - Electric	A - Residential
Plan	2020	Liberty - Electric	C - Commercial & Industrial
Plan	2020	Liberty - Electric	C - Commercial & Industrial
Plan	2020	Liberty - Electric	C - Commercial & Industrial
Plan	2020	Liberty - Electric	C - Commercial & Industrial
Plan	2020	Liberty - Electric	C - Commercial & Industrial
Plan	2020	Liberty - Electric	D - Portfolio
Plan	2020	Liberty - Electric	Total Portfolio
Actual	2019	Liberty - Electric	B - Low-Income
Actual	2019	Liberty - Electric	A - Residential
Actual	2019	Liberty - Electric	A - Residential
Actual	2019	Liberty - Electric	A - Residential
Actual	2019	Liberty - Electric	A - Residential
Actual	2019	Liberty - Electric	A - Residential

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Actual	2021	Liberty - Gas	C - Commercial & Industrial
Actual	2021	Liberty - Gas	Total Portfolio
Actual	2021	Liberty - Gas	Total Portfolio
Plan	2021	Liberty - Gas	B - Low-Income
Plan	2021	Liberty - Gas	A - Residential
Plan	2021	Liberty - Gas	A - Residential
Plan	2021	Liberty - Gas	A - Residential
Plan	2021	Liberty - Gas	A - Residential
Plan	2021	Liberty - Gas	C - Commercial & Industrial
Plan	2021	Liberty - Gas	C - Commercial & Industrial
Plan	2021	Liberty - Gas	C - Commercial & Industrial
Plan	2021	Liberty - Gas	Total Portfolio
Plan	2021	Liberty - Gas	Total Portfolio
Actual	2020	Liberty - Gas	B - Low-Income
Actual	2020	Liberty - Gas	A - Residential
Actual	2020	Liberty - Gas	A - Residential
Actual	2020	Liberty - Gas	A - Residential
Actual	2020	Liberty - Gas	A - Residential
Actual	2020	Liberty - Gas	C - Commercial & Industrial
Actual	2020	Liberty - Gas	C - Commercial & Industrial
Actual	2020	Liberty - Gas	C - Commercial & Industrial
Actual	2020	Liberty - Gas	Total Portfolio
Actual	2020	Liberty - Gas	Total Portfolio
Plan	2020	Liberty - Gas	B - Low-Income
Plan	2020	Liberty - Gas	A - Residential
Plan	2020	Liberty - Gas	A - Residential
Plan	2020	Liberty - Gas	A - Residential
Plan	2020	Liberty - Gas	A - Residential
Plan	2020	Liberty - Gas	C - Commercial & Industrial
Plan	2020	Liberty - Gas	C - Commercial & Industrial
Plan	2020	Liberty - Gas	C - Commercial & Industrial
Plan	2020	Liberty - Gas	Total Portfolio
Plan	2020	Liberty - Gas	Total Portfolio
Actual	2019	Liberty - Gas	B - Low-Income
Actual	2019	Liberty - Gas	A - Residential
Actual	2019	Liberty - Gas	A - Residential
Actual	2019	Liberty - Gas	A - Residential
Actual	2019	Liberty - Gas	A - Residential
Actual	2019	Liberty - Gas	C - Commercial & Industrial
Actual	2019	Liberty - Gas	C - Commercial & Industrial
Actual	2019	Liberty - Gas	C - Commercial & Industrial
Actual	2019	Liberty - Gas	A - Residential
Actual	2019	Liberty - Gas	C - Commercial & Industrial
Actual	2019	Liberty - Gas	Total Portfolio
Plan	2019	Liberty - Gas	B - Low-Income
Plan	2019	Liberty - Gas	A - Residential
Plan	2019	Liberty - Gas	A - Residential

Plan	2019	Liberty - Gas	A - Residential
Plan	2019	Liberty - Gas	A - Residential
Plan	2019	Liberty - Gas	C - Commercial & Industrial
Plan	2019	Liberty - Gas	C - Commercial & Industrial
Plan	2019	Liberty - Gas	C - Commercial & Industrial
Plan	2019	Liberty - Gas	A - Residential
Plan	2019	Liberty - Gas	C - Commercial & Industrial
Plan	2019	Liberty - Gas	Total Portfolio
Actual	2018	Liberty - Gas	B - Low-Income
Actual	2018	Liberty - Gas	A - Residential
Actual	2018	Liberty - Gas	A - Residential
Actual	2018	Liberty - Gas	A - Residential
Actual	2018	Liberty - Gas	A - Residential
Actual	2018	Liberty - Gas	C - Commercial & Industrial
Actual	2018	Liberty - Gas	C - Commercial & Industrial
Actual	2018	Liberty - Gas	C - Commercial & Industrial
Actual	2018	Liberty - Gas	A - Residential
Actual	2018	Liberty - Gas	C - Commercial & Industrial
Actual	2018	Liberty - Gas	Total Portfolio
Plan	2018	Liberty - Gas	B - Low-Income
Plan	2018	Liberty - Gas	A - Residential
Plan	2018	Liberty - Gas	A - Residential
Plan	2018	Liberty - Gas	A - Residential
Plan	2018	Liberty - Gas	A - Residential
Plan	2018	Liberty - Gas	C - Commercial & Industrial
Plan	2018	Liberty - Gas	C - Commercial & Industrial
Plan	2018	Liberty - Gas	C - Commercial & Industrial
Plan	2018	Liberty - Gas	A - Residential
Plan	2018	Liberty - Gas	C - Commercial & Industrial
Plan	2018	Liberty - Gas	Total Portfolio
Actual	2017	Liberty - Gas	B - Low-Income
Actual	2017	Liberty - Gas	A - Residential
Actual	2017	Liberty - Gas	A - Residential
Actual	2017	Liberty - Gas	A - Residential
Actual	2017	Liberty - Gas	A - Residential
Actual	2017	Liberty - Gas	C - Commercial & Industrial
Actual	2017	Liberty - Gas	C - Commercial & Industrial
Actual	2017	Liberty - Gas	C - Commercial & Industrial
Actual	2017	Liberty - Gas	A - Residential
Actual	2017	Liberty - Gas	C - Commercial & Industrial
Actual	2017	Liberty - Gas	Total Portfolio
Plan	2017	Liberty - Gas	B - Low-Income
Plan	2017	Liberty - Gas	A - Residential
Plan	2017	Liberty - Gas	A - Residential
Plan	2017	Liberty - Gas	A - Residential
Plan	2017	Liberty - Gas	A - Residential
Plan	2017	Liberty - Gas	C - Commercial & Industrial

Plan	2017	Liberty - Gas	C - Commercial & Industrial
Plan	2017	Liberty - Gas	C - Commercial & Industrial
Plan	2017	Liberty - Gas	A - Residential
Plan	2017	Liberty - Gas	C - Commercial & Industrial
Plan	2017	Liberty - Gas	Total Portfolio
Actual	2016	Liberty - Gas	B - Low-Income
Actual	2016	Liberty - Gas	A - Residential
Actual	2016	Liberty - Gas	A - Residential
Actual	2016	Liberty - Gas	A - Residential
Actual	2016	Liberty - Gas	A - Residential
Actual	2016	Liberty - Gas	C - Commercial & Industrial
Actual	2016	Liberty - Gas	C - Commercial & Industrial
Actual	2016	Liberty - Gas	C - Commercial & Industrial
Actual	2016	Liberty - Gas	A - Residential
Actual	2016	Liberty - Gas	C - Commercial & Industrial
Actual	2016	Liberty - Gas	Total Portfolio
Plan	2016	Liberty - Gas	B - Low-Income
Plan	2016	Liberty - Gas	A - Residential
Plan	2016	Liberty - Gas	A - Residential
Plan	2016	Liberty - Gas	A - Residential
Plan	2016	Liberty - Gas	A - Residential
Plan	2016	Liberty - Gas	C - Commercial & Industrial
Plan	2016	Liberty - Gas	C - Commercial & Industrial
Plan	2016	Liberty - Gas	C - Commercial & Industrial
Plan	2016	Liberty - Gas	A - Residential
Plan	2016	Liberty - Gas	C - Commercial & Industrial
Plan	2016	Liberty - Gas	Total Portfolio
Actual	2021	Northern Utilities	A - Residential
Actual	2021	Northern Utilities	A - Residential
Actual	2021	Northern Utilities	A - Residential
Actual	2021	Northern Utilities	A - Residential
Actual	2021	Northern Utilities	B - Low-Income
Actual	2021	Northern Utilities	C - Commercial & Industrial
Actual	2021	Northern Utilities	C - Commercial & Industrial
Actual	2021	Northern Utilities	C - Commercial & Industrial
Actual	2021	Northern Utilities	Total Portfolio
Actual	2021	Northern Utilities	Total Portfolio
Plan	2021	Northern Utilities	A - Residential
Plan	2021	Northern Utilities	A - Residential
Plan	2021	Northern Utilities	A - Residential
Plan	2021	Northern Utilities	A - Residential
Plan	2021	Northern Utilities	B - Low-Income
Plan	2021	Northern Utilities	C - Commercial & Industrial
Plan	2021	Northern Utilities	C - Commercial & Industrial
Plan	2021	Northern Utilities	C - Commercial & Industrial
Plan	2021	Northern Utilities	Total Portfolio

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Plan	2019	Northern Utilities	B - Low-Income
Plan	2019	Northern Utilities	C - Commercial & Industrial
Plan	2019	Northern Utilities	C - Commercial & Industrial
Plan	2019	Northern Utilities	C - Commercial & Industrial
Plan	2019	Northern Utilities	C - Commercial & Industrial
Plan	2019	Northern Utilities	A - Residential
Plan	2019	Northern Utilities	C - Commercial & Industrial
Plan	2019	Northern Utilities	Total Portfolio
Actual	2018	Northern Utilities	A - Residential
Actual	2018	Northern Utilities	A - Residential
Actual	2018	Northern Utilities	A - Residential
Actual	2018	Northern Utilities	A - Residential
Actual	2018	Northern Utilities	B - Low-Income
Actual	2018	Northern Utilities	C - Commercial & Industrial
Actual	2018	Northern Utilities	C - Commercial & Industrial
Actual	2018	Northern Utilities	C - Commercial & Industrial
Actual	2018	Northern Utilities	A - Residential
Actual	2018	Northern Utilities	C - Commercial & Industrial
Actual	2018	Northern Utilities	Total Portfolio
Plan	2018	Northern Utilities	A - Residential
Plan	2018	Northern Utilities	A - Residential
Plan	2018	Northern Utilities	A - Residential
Plan	2018	Northern Utilities	A - Residential
Plan	2018	Northern Utilities	B - Low-Income
Plan	2018	Northern Utilities	C - Commercial & Industrial
Plan	2018	Northern Utilities	C - Commercial & Industrial
Plan	2018	Northern Utilities	C - Commercial & Industrial
Plan	2018	Northern Utilities	A - Residential
Plan	2018	Northern Utilities	C - Commercial & Industrial
Plan	2018	Northern Utilities	Total Portfolio
Actual	2017	Northern Utilities	A - Residential
Actual	2017	Northern Utilities	A - Residential
Actual	2017	Northern Utilities	A - Residential
Actual	2017	Northern Utilities	B - Low-Income
Actual	2017	Northern Utilities	C - Commercial & Industrial
Actual	2017	Northern Utilities	C - Commercial & Industrial
Actual	2017	Northern Utilities	C - Commercial & Industrial
Actual	2017	Northern Utilities	A - Residential
Actual	2017	Northern Utilities	C - Commercial & Industrial
Actual	2017	Northern Utilities	Total Portfolio
Plan	2017	Northern Utilities	A - Residential
Plan	2017	Northern Utilities	A - Residential
Plan	2017	Northern Utilities	A - Residential
Plan	2017	Northern Utilities	B - Low-Income
Plan	2017	Northern Utilities	C - Commercial & Industrial
Plan	2017	Northern Utilities	C - Commercial & Industrial
Plan	2017	Northern Utilities	C - Commercial & Industrial

Plan	2017	Northern Utilities	A - Residential
Plan	2017	Northern Utilities	C - Commercial & Industrial
Plan	2017	Northern Utilities	Total Portfolio
Actual	2016	Northern Utilities	A - Residential
Actual	2016	Northern Utilities	A - Residential
Actual	2016	Northern Utilities	A - Residential
Actual	2016	Northern Utilities	A - Residential
Actual	2016	Northern Utilities	A - Residential
Actual	2016	Northern Utilities	B - Low-Income
Actual	2016	Northern Utilities	C - Commercial & Industrial
Actual	2016	Northern Utilities	C - Commercial & Industrial
Actual	2016	Northern Utilities	C - Commercial & Industrial
Actual	2016	Northern Utilities	C - Commercial & Industrial
Actual	2016	Northern Utilities	C - Commercial & Industrial
Actual	2016	Northern Utilities	C - Commercial & Industrial
Actual	2016	Northern Utilities	A - Residential
Actual	2016	Northern Utilities	C - Commercial & Industrial
Actual	2016	Northern Utilities	Total Portfolio
Plan	2016	Northern Utilities	A - Residential
Plan	2016	Northern Utilities	A - Residential
Plan	2016	Northern Utilities	A - Residential
Plan	2016	Northern Utilities	A - Residential
Plan	2016	Northern Utilities	A - Residential
Plan	2016	Northern Utilities	B - Low-Income
Plan	2016	Northern Utilities	C - Commercial & Industrial
Plan	2016	Northern Utilities	C - Commercial & Industrial
Plan	2016	Northern Utilities	C - Commercial & Industrial
Plan	2016	Northern Utilities	C - Commercial & Industrial
Plan	2016	Northern Utilities	C - Commercial & Industrial
Plan	2016	Northern Utilities	C - Commercial & Industrial
Plan	2016	Northern Utilities	A - Residential
Plan	2016	Northern Utilities	C - Commercial & Industrial
Plan	2016	Northern Utilities	Total Portfolio

planned and actual program expenditures by program, please combine the individual 2021 Expenditure portion of the total. Please provide planned and actual data for each completed program year since

Program	Internal Admin	External Admin
B1 - Home Energy Assistance	\$ 64,113	\$ -
A1 - Energy Star Homes	\$ 17,959	\$ -
A2 - Home Performance with Energy Star	\$ 51,729	\$ -
A3 - Energy Star Products	\$ 45,422	\$ -
A4 - Residential Behavior	\$ -	\$ -
A5 - Residential Active Demand Response	\$ 1,015	\$ -
A6a - Res Customer Engagement	\$ 2,116	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ 379	\$ -
A6c - Res Education	\$ -	\$ -
C1 - Large Business Energy Solutions	\$ 142,349	\$ -
C2 - Small Business Energy Solutions	\$ 69,984	\$ -
C3 - Municipal Energy Solutions	\$ 19,214	\$ -
C4 - Energy Rewards RFP Program	\$ 15,540	\$ -
C5 - C&I Active Demand Response	\$ 3,984	\$ -
C6a - C&I Customer Engagement	\$ 3,910	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ 1,069	\$ -
C6c - C&I Education	\$ 3,044	\$ -
C6d - C&I Customer Partnerships	\$ 242	\$ -
C6e - Smart Start	\$ 314	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 442,386	\$ -
B1 - Home Energy Assistance	\$ 120,603	\$ 10,200
A1 - Energy Star Homes	\$ 33,832	\$ 2,861
A2 - Home Performance with Energy Star	\$ 97,951	\$ 8,284
A3 - Energy Star Products	\$ 85,567	\$ 7,237
A4 - Residential Behavior	\$ -	\$ -
A5 - Residential Active Demand Response	\$ 1,913	\$ 162
A6a - Res Customer Engagement	\$ 3,987	\$ 337
A6b - Res ISO Forward Capacity Market Expenses	\$ 715	\$ 60
A6c - Res Education	\$ -	\$ -
C1 - Large Business Energy Solutions	\$ 225,596	\$ 19,080
C2 - Small Business Energy Solutions	\$ 99,737	\$ 8,435
C3 - Municipal Energy Solutions	\$ 21,625	\$ 1,829
C4 - Energy Rewards RFP Program	\$ -	\$ -
C5 - C&I Active Demand Response	\$ 5,678	\$ 480
C6a - C&I Customer Engagement	\$ 5,572	\$ 471
C6b - C&I ISO Forward Capacity Market Expenses	\$ 1,523	\$ 129

C6c - C&I Education	\$ 4,339	\$ 367
C6d - C&I Customer Partnerships	\$ 345	\$ 29
C6e - Smart Start	\$ 448	\$ 38
Performance Incentive	\$ -	\$ -
Total	\$ 709,430	\$ 60,000
B1 - Home Energy Assistance	\$ 135,642	\$ -
A1 - Energy Star Homes	\$ 38,047	\$ -
A2 - Home Performance with Energy Star	\$ 109,443	\$ -
A3 - Energy Star Products	\$ 112,257	\$ -
A4 - Residential Behavior	\$ -	\$ -
A5 - Residential Active Demand Response	\$ 2,148	\$ -
A6a - Res Customer Engagement	\$ 4,477	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ 803	\$ -
A6c - Res Education	\$ -	\$ -
C1 - Large Business Energy Solutions	\$ 275,816	\$ -
C2 - Small Business Energy Solutions	\$ 135,602	\$ -
C3 - Municipal Energy Solutions	\$ 32,850	\$ -
C4 - Energy Rewards RFP Program	\$ 30,111	\$ -
C5 - C&I Active Demand Response	\$ 7,720	\$ -
C6a - C&I Customer Engagement	\$ 7,576	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ 2,071	\$ -
C6c - C&I Education	\$ 5,899	\$ -
C6d - C&I Customer Partnerships	\$ 470	\$ -
C6e - Smart Start	\$ 609	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 901,542	\$ -
B1 - Home Energy Assistance	\$ 120,603	\$ 10,200
A1 - Energy Star Homes	\$ 33,832	\$ 2,861
A2 - Home Performance with Energy Star	\$ 97,951	\$ 8,284
A3 - Energy Star Products	\$ 85,567	\$ 7,237
A4 - Residential Behavior	\$ -	\$ -
A5 - Residential Active Demand Response	\$ 1,913	\$ 162
A6a - Res Customer Engagement	\$ 3,987	\$ 337
A6b - Res ISO Forward Capacity Market Expenses	\$ 715	\$ 60
A6c - Res Education	\$ -	\$ -
C1 - Large Business Energy Solutions	\$ 202,865	\$ 17,157
C2 - Small Business Energy Solutions	\$ 99,737	\$ 8,435
C3 - Municipal Energy Solutions	\$ 21,625	\$ 1,829
C4 - Energy Rewards RFP Program	\$ 22,731	\$ 1,923
C5 - C&I Active Demand Response	\$ 5,678	\$ 480
C6a - C&I Customer Engagement	\$ 5,572	\$ 471
C6b - C&I ISO Forward Capacity Market Expenses	\$ 1,523	\$ 129
C6c - C&I Education	\$ 4,339	\$ 367
C6d - C&I Customer Partnerships	\$ 345	\$ 29
C6e - Smart Start	\$ 448	\$ 38
Performance Incentive	\$ -	\$ -
Total	\$ 709,430	\$ 60,000

B1 - Home Energy Assistance	\$ 103,406	\$ -
A1 - Energy Star Homes	\$ 35,415	\$ -
A2 - Home Performance with Energy Star	\$ 65,469	\$ 16
A3 - Energy Star Products	\$ 60,217	\$ -
A4 - Residential Behavior	\$ 14,261	\$ -
A5 - Residential Active Demand Response	\$ -	\$ -
A6a - Res Customer Engagement	\$ 3,642	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ 825	\$ -
A6c - Res Education	\$ -	\$ -
C1 - Large Business Energy Solutions	\$ 164,827	\$ -
C2 - Small Business Energy Solutions	\$ 89,831	\$ -
C3 - Municipal Energy Solutions	\$ 25,818	\$ -
C4 - Energy Rewards RFP Program	\$ 21,241	\$ -
C5 - C&I Active Demand Response	\$ 4,442	\$ 6,813
C6a - C&I Customer Engagement	\$ 5,647	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ 1,990	\$ -
C6c - C&I Education	\$ 7,630	\$ -
C6d - C&I Customer Partnerships	\$ 451	\$ -
C6e - Smart Start	\$ 924	\$ -
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 606,036	\$ 6,829
B1 - Home Energy Assistance	\$ 104,726	\$ 9,782
A1 - Energy Star Homes	\$ 36,668	\$ 3,425
A2 - Home Performance with Energy Star	\$ 70,127	\$ 6,550
A3 - Energy Star Products	\$ 62,836	\$ 5,869
A4 - Residential Behavior	\$ 14,766	\$ 1,379
A5 - Residential Active Demand Response	\$ -	\$ -
A6a - Res Customer Engagement	\$ 3,323	\$ 310
A6b - Res ISO Forward Capacity Market Expenses	\$ 854	\$ 80
A6c - Res Education	\$ -	\$ -
C1 - Large Business Energy Solutions	\$ 163,025	\$ 15,228
C2 - Small Business Energy Solutions	\$ 91,936	\$ 8,587
C3 - Municipal Energy Solutions	\$ 25,865	\$ 2,416
C4 - Energy Rewards RFP Program	\$ 22,108	\$ 2,065
C5 - C&I Active Demand Response	\$ 5,000	\$ 5,000
C6a - C&I Customer Engagement	\$ 4,985	\$ 466
C6b - C&I ISO Forward Capacity Market Expenses	\$ 1,993	\$ 186
C6c - C&I Education	\$ 7,644	\$ 714
C6d - C&I Customer Partnerships	\$ 451	\$ 42
C6e - Smart Start	\$ 926	\$ 86
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 617,233	\$ 62,187
B1 - Home Energy Assistance	\$ 93,251	\$ -
A1 - Energy Star Homes	\$ 32,421	\$ -
A2 - Home Performance with Energy Star	\$ 48,852	\$ 50

A3 - Energy Star Products	\$ 65,425	\$ -
A4 - Residential Behavior	\$ 8,183	\$ -
A5 - Residential Active Demand Response	\$ -	\$ -
A6a - Res Customer Engagement	\$ 4,797	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ 971	\$ -
A6c - Res Education	\$ -	\$ -
C1 - Large Business Energy Solutions	\$ 147,461	\$ -
C2 - Small Business Energy Solutions	\$ 84,623	\$ -
C3 - Municipal Energy Solutions	\$ 29,455	\$ -
C4 - Energy Rewards RFP Program	\$ 16,199	\$ -
C5 - C&I Active Demand Response	\$ -	\$ -
C6a - C&I Customer Engagement	\$ 7,195	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ 2,265	\$ -
C6c - C&I Education	\$ 5,878	\$ -
C6d - C&I Customer Partnerships	\$ 511	\$ -
C6e - Smart Start	\$ 1,052	\$ -
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 548,538	\$ 50
B1 - Home Energy Assistance	\$ 180,609	\$ 9,352
A1 - Energy Star Homes	\$ 62,758	\$ 3,250
A2 - Home Performance with Energy Star	\$ 94,564	\$ 4,896
A3 - Energy Star Products	\$ 126,636	\$ 6,557
A4 - Residential Behavior	\$ 15,807	\$ 818
A5 - Residential Active Demand Response	\$ -	\$ -
A6a - Res Customer Engagement	\$ 9,266	\$ 480
A6b - Res ISO Forward Capacity Market Expenses	\$ 1,875	\$ 97
A6c - Res Education	\$ -	\$ -
C1 - Large Business Energy Solutions	\$ 285,854	\$ 14,801
C2 - Small Business Energy Solutions	\$ 164,041	\$ 8,494
C3 - Municipal Energy Solutions	\$ 56,736	\$ 2,938
C4 - Energy Rewards RFP Program	\$ 31,402	\$ 1,626
C5 - C&I Active Demand Response	\$ -	\$ -
C6a - C&I Customer Engagement	\$ 13,899	\$ 720
C6b - C&I ISO Forward Capacity Market Expenses	\$ 4,375	\$ 227
C6c - C&I Education	\$ 11,354	\$ 588
C6d - C&I Customer Partnerships	\$ 987	\$ 51
C6e - Smart Start	\$ 2,031	\$ 105
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 1,062,194	\$ 55,000
B1 - Home Energy Assistance	\$ 111,965	\$ 9,334
A1 - Energy Star Homes	\$ 37,227	\$ 3,104
A2 - Home Performance with Energy Star	\$ 70,127	\$ 5,877
A3 - Energy Star Products	\$ 66,336	\$ 5,530
A4 - Residential Behavior	\$ 11,524	\$ 961
A5 - Residential Active Demand Response	\$ -	\$ -

A6a - Res Customer Engagement	\$ 2,761	\$ 230
A6b - Res ISO Forward Capacity Market Expenses	\$ 1,558	\$ 130
A6c - Res Education	\$ -	\$ -
C1 - Large Business Energy Solutions	\$ 170,612	\$ 14,224
C2 - Small Business Energy Solutions	\$ 100,745	\$ 8,399
C3 - Municipal Energy Solutions	\$ 47,132	\$ 3,929
C4 - Energy Rewards RFP Program	\$ 21,699	\$ 1,809
C5 - C&I Active Demand Response	\$ -	\$ -
C6a - C&I Customer Engagement	\$ 4,141	\$ 345
C6b - C&I ISO Forward Capacity Market Expenses	\$ 3,634	\$ 303
C6c - C&I Education	\$ 6,814	\$ 568
C6d - C&I Customer Partnerships	\$ 651	\$ 54
C6e - Smart Start	\$ 1,687	\$ 141
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 658,613	\$ 54,939
B1 - Home Energy Assistance	\$ 101,842	\$ -
A1 - Energy Star Homes	\$ 33,861	\$ -
A2 - Home Performance with Energy Star	\$ 63,786	\$ -
A3 - Energy Star Products	\$ 60,338	\$ -
A4 - Residential Behavior	\$ 10,482	\$ -
A5 - Residential Active Demand Response	\$ -	\$ -
A6a - Res Customer Engagement	\$ 2,511	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ 1,417	\$ -
A6c - Res Education	\$ -	\$ -
C1 - Large Business Energy Solutions	\$ 155,141	\$ -
C2 - Small Business Energy Solutions	\$ 91,636	\$ -
C3 - Municipal Energy Solutions	\$ 42,870	\$ -
C4 - Energy Rewards RFP Program	\$ 19,737	\$ -
C5 - C&I Active Demand Response	\$ -	\$ -
C6a - C&I Customer Engagement	\$ 3,767	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ 3,306	\$ -
C6c - C&I Education	\$ 6,198	\$ -
C6d - C&I Customer Partnerships	\$ 592	\$ -
C6e - Smart Start	\$ 1,579	\$ -
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 599,063	\$ -
B1 - Home Energy Assistance	\$ 93,921	
A1 - Energy Star Homes	\$ 32,843	\$ -
A2 - Home Performance with Energy Star	\$ 63,382	\$ 34
A3 - Energy Star Products	\$ 63,382	\$ -
A4 - Residential Behavior	\$ 8,643	\$ -
A5 - Residential Active Demand Response	\$ -	\$ -
A6a - Res Customer Engagement	\$ -	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -
A6c - Res Education	\$ -	\$ -

C1 - Large Business Energy Solutions	\$ 167,674	\$ -
C2 - Small Business Energy Solutions	\$ 78,939	\$ -
C3 - Municipal Energy Solutions	\$ 51,858	\$ -
C4 - Energy Rewards RFP Program	\$ 15,557	\$ -
C5 - C&I Active Demand Response	\$ -	\$ -
C6a - C&I Customer Engagement	\$ -	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -
C6c - C&I Education	\$ -	\$ -
C6d - C&I Customer Partnerships	\$ -	\$ -
C6e - Smart Start	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 576,200	\$ 34
B1 - Home Energy Assistance	\$ 64,847	\$ -
A1 - Energy Star Homes	\$ 22,563	\$ -
A2 - Home Performance with Energy Star	\$ 43,849	\$ -
A3 - Energy Star Products	\$ 43,675	\$ -
A4 - Residential Behavior	\$ 5,916	\$ -
A5 - Residential Active Demand Response	\$ -	\$ -
A6a - Res Customer Engagement	\$ 5,539	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ 1,131	\$ -
A6c - Res Education	\$ -	\$ -
C1 - Large Business Energy Solutions	\$ 110,891	\$ -
C2 - Small Business Energy Solutions	\$ 51,994	\$ -
C3 - Municipal Energy Solutions	\$ 34,258	\$ -
C4 - Energy Rewards RFP Program	\$ 10,167	\$ -
C5 - C&I Active Demand Response	\$ -	\$ -
C6a - C&I Customer Engagement	\$ 8,144	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ 2,640	\$ -
C6c - C&I Education	\$ 4,869	\$ -
C6d - C&I Customer Partnerships	\$ 446	\$ -
C6e - Smart Start	\$ 1,226	\$ -
Performance Incentive		
Performance Incentive	\$ -	\$ -
Total	\$ 412,157	\$ -
B1 - Home Energy Assistance	\$ 11,383	\$ 610
A1 - Energy Star Homes	\$ 3,571	\$ 1,022
A2 - Home Performance with Energy Star	\$ 5,043	\$ 293
A3 - Energy Star Products	\$ 5,613	\$ 187
A4 - Residential Behavior	\$ 2,792	\$ 44
A6b - Res ISO Forward Capacity Market Expenses	\$ 491	\$ -
C1 - Large Business Energy Solutions	\$ 31,719	\$ 964
C2 - Small Business Energy Solutions	\$ 11,139	\$ 792
C3 - Municipal Energy Solutions	\$ 2,180	\$ 44
C6b - C&I ISO Forward Capacity Market Expenses	\$ 651	\$ -
C6c - C&I Education	\$ 1,778	\$ 37

Performance Incentive - Portfolio	\$ -	\$ -
Total	\$ 76,360	\$ 3,994
B1 - Home Energy Assistance	\$ 61,294	\$ 2,404
A1 - Energy Star Homes	\$ 18,319	\$ 718
A2 - Home Performance with Energy Star	\$ 29,435	\$ 1,154
A3 - Energy Star Products	\$ 18,739	\$ 735
A4 - Residential Behavior	\$ 3,396	\$ 243
A6b - Res ISO Forward Capacity Market Expenses	\$ 758	\$ -
C1 - Large Business Energy Solutions	\$ 96,840	\$ 3,798
C2 - Small Business Energy Solutions	\$ 61,652	\$ 2,418
C3 - Municipal Energy Solutions	\$ 8,502	\$ 333
C6b - C&I ISO Forward Capacity Market Expenses	\$ 1,768	\$ -
C6c - C&I Education	\$ 3,711	\$ 146
Performance Incentive - Portfolio	\$ -	\$ -
Total	\$ 304,415	\$ 11,948
B1 - Home Energy Assistance	\$ 7,915	\$ 4,197
A1 - Energy Star Homes	\$ 2,346	\$ 1,254
A2 - Home Performance with Energy Star	\$ 3,174	\$ 2,015
A3 - Energy Star Products	\$ 2,346	\$ 1,283
A4 - Residential Behavior	\$ 1,315	\$ 386
A6b - Res ISO Forward Capacity Market Expenses	\$ 454	\$ -
C1 - Large Business Energy Solutions	\$ 12,427	\$ 6,631
C2 - Small Business Energy Solutions	\$ 8,618	\$ 5,634
C3 - Municipal Energy Solutions	\$ 1,492	\$ 449
C6b - C&I ISO Forward Capacity Market Expenses	\$ 602	\$ -
C6c - C&I Education	\$ 974	\$ 254
Performance Incentive - Portfolio	\$ -	\$ -
Total	\$ 41,662	\$ 22,103
B1 - Home Energy Assistance	\$ 39,661	\$ 2,404
A1 - Energy Star Homes	\$ 11,853	\$ 718
A2 - Home Performance with Energy Star	\$ 17,892	\$ 1,154
A3 - Energy Star Products	\$ 12,125	\$ 735
A4 - Residential Behavior	\$ 4,003	\$ 243
A6b - Res ISO Forward Capacity Market Expenses	\$ 1,623	\$ 3,788
C1 - Large Business Energy Solutions	\$ 62,661	\$ 3,798
C2 - Small Business Energy Solutions	\$ 39,893	\$ 2,418
C3 - Municipal Energy Solutions	\$ 5,502	\$ 333
C6b - C&I ISO Forward Capacity Market Expenses	\$ 3,788	\$ 8,839
C6c - C&I Education	\$ 2,401	\$ 146
Performance Incentive - Portfolio	\$ -	\$ -
Total	\$ 201,403	\$ 24,575
B1 - Home Energy Assistance	\$ 50,253	\$ 93
A1 - Energy Star Homes	\$ 8,705	\$ 25
A2 - Home Performance with Energy Star	\$ 26,828	\$ 48
A3 - Energy Star Products	\$ 6,141	\$ 18
A4 - Residential Behavior	\$ 3,015	\$ 8
A6b - Res ISO Forward Capacity Market Expenses	\$ 628	\$ -

C1 - Large Business Energy Solutions	\$ 13,725	\$ 166
C2 - Small Business Energy Solutions	\$ 12,184	\$ 118
C3 - Municipal Energy Solutions	\$ 2,481	\$ 20
C6b - C&I ISO Forward Capacity Market Expenses	\$ 833	\$ -
C6c - C&I Education	\$ 1,394	\$ 8
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 126,185	\$ 503
B1 - Home Energy Assistance	\$ 23,102	\$ 1,060
A1 - Energy Star Homes	\$ 6,195	\$ 284
A2 - Home Performance with Energy Star	\$ 11,882	\$ 545
A3 - Energy Star Products	\$ 10,093	\$ 463
A4 - Residential Behavior	\$ 1,550	\$ 250
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -
C1 - Large Business Energy Solutions	\$ 41,201	\$ 1,891
C2 - Small Business Energy Solutions	\$ 29,374	\$ 1,348
C3 - Municipal Energy Solutions	\$ 5,590	\$ 257
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -
C6c - C&I Education	\$ 1,953	\$ 90
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 130,941	\$ 6,189
B1 - Home Energy Assistance	\$ 12,559	\$ 244
A1 - Energy Star Homes	\$ 7,695	\$ 74
A2 - Home Performance with Energy Star	\$ 3,472	\$ 96
A3 - Energy Star Products	\$ 3,535	\$ 104
A4 - Residential Behavior	\$ 4,159	\$ 67
A6b - Res ISO Forward Capacity Market Expenses	\$ 1,260	\$ -
C1 - Large Business Energy Solutions	\$ 9,616	\$ 415
C2 - Small Business Energy Solutions	\$ 7,958	\$ 316
C3 - Municipal Energy Solutions	\$ 1,378	\$ 76
C6b - C&I ISO Forward Capacity Market Expenses	\$ 1,670	\$ -
C6c - C&I Education	\$ 19	\$ 15
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 53,321	\$ 1,405
B1 - Home Energy Assistance	\$ 16,107	\$ 1,017
A1 - Energy Star Homes	\$ 4,867	\$ 307
A2 - Home Performance with Energy Star	\$ 6,309	\$ 399
A3 - Energy Star Products	\$ 6,850	\$ 433
A4 - Residential Behavior	\$ 1,250	\$ 250
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -
C1 - Large Business Energy Solutions	\$ 27,380	\$ 1,729
C2 - Small Business Energy Solutions	\$ 20,879	\$ 1,319
C3 - Municipal Energy Solutions	\$ 5,033	\$ 318
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -
C6c - C&I Education	\$ 985	\$ 62

Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 89,659	\$ 5,835
B1 - Home Energy Assistance	\$ 4,750	\$ 715
A1 - Energy Star Homes	\$ 902	\$ 219
A2 - Home Performance with Energy Star	\$ 3,227	\$ 338
A3 - Energy Star Products	\$ 3,656	\$ 438
A6b - Res ISO Forward Capacity Market Expenses	\$ 3,847	\$ -
C1 - Large Business Energy Solutions	\$ 7,102	\$ 1,281
C2 - Small Business Energy Solutions	\$ 4,451	\$ 812
C3 - Municipal Energy Solutions	\$ 1,338	\$ 328
C6b - C&I ISO Forward Capacity Market Expenses	\$ 5,099	\$ -
C6c - C&I Education	\$ 575	\$ -
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 34,946	\$ 4,130
B1 - Home Energy Assistance	\$ 9,804	\$ -
A1 - Energy Star Homes	\$ 3,001	\$ -
A2 - Home Performance with Energy Star	\$ 4,638	\$ -
A3 - Energy Star Products	\$ 6,002	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -
C1 - Large Business Energy Solutions	\$ 10,546	\$ -
C2 - Small Business Energy Solutions	\$ 6,679	\$ -
C3 - Municipal Energy Solutions	\$ 2,700	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -
C6c - C&I Education	\$ 352	\$ -
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 43,720	\$ -
B1 - Home Energy Assistance	\$ 3,529	\$ -
A1 - Energy Star Homes	\$ 4,388	\$ -
A2 - Home Performance with Energy Star	\$ 5,631	\$ -
A3 - Energy Star Products	\$ 2,972	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ 6,070	\$ -
C1 - Large Business Energy Solutions	\$ 5,735	\$ -
C2 - Small Business Energy Solutions	\$ 3,845	\$ -
C3 - Municipal Energy Solutions	\$ 1,243	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ 8,046	\$ -
C6c - C&I Education	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 41,460	\$ -
B1 - Home Energy Assistance	\$ 6,612	\$ -
A1 - Energy Star Homes	\$ 2,293	\$ -
A2 - Home Performance with Energy Star	\$ 3,752	\$ -
A3 - Energy Star Products	\$ 4,378	\$ -
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -

C1 - Large Business Energy Solutions	\$ 12,962	\$ -
C2 - Small Business Energy Solutions	\$ 8,425	\$ -
C3 - Municipal Energy Solutions	\$ 3,276	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -
C6c - C&I Education	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 41,698	\$ -
A1-Residential Energy Star Homes	\$ 20,801	\$ 223
A2f-Residential Active Demand	\$ 6,115	\$ -
A2-Residential Home Perf w Energy Star	\$ 19,929	\$ 263
A3-Residential Lighting	\$ 30,054	\$ 368
A4-Residential EnergyStar Appliance	\$ 29,373	\$ 413
A5-Residential Behavior	\$ -	\$ -
A6-Residential ISO FCM Expenses	\$ -	\$ 711
B1-Low-Income Home Energy Assistance	\$ 66,780	\$ 845
C1-C&I Large Business Services	\$ 98,823	\$ 1,164
C2-C&I Municipal Services	\$ 10,628	\$ 105
C3-C&I Small Business Services	\$ 85,807	\$ 1,011
C4-C&I Active Demand Reduction	\$ -	\$ -
C5-C&I Education	\$ -	\$ -
C6-C&I ISO FCM Expenses	\$ -	\$ 711
Performance Incentive		
Total	\$ 368,310	\$ 5,814
A1-Residential Energy Star Homes	\$ 14,850	\$ 4,331
A2f-Residential Active Demand	\$ 12,050	\$ -
A2-Residential Home Perf w Energy Star	\$ 40,000	\$ 6,342
A3-Residential Lighting	\$ 18,469	\$ 8,000
A4-Residential EnergyStar Appliance	\$ 37,162	\$ 10,000
A5-Residential Behavior	\$ 6,113	\$ -
A6-Residential ISO FCM Expenses	\$ -	\$ 13,000
B1-Low-Income Home Energy Assistance	\$ 54,700	\$ 55,000
C1-C&I Large Business Services	\$ 74,585	\$ 3,072
C2-C&I Municipal Services	\$ 13,032	\$ -
C3-C&I Small Business Services	\$ 70,000	\$ 3,981
C4-C&I Active Demand Reduction	\$ 11,500	\$ -
C5-C&I Education	\$ -	\$ -
C6-C&I ISO FCM Expenses	\$ -	\$ 10,000
Performance Incentive		
Total	\$ 352,461	\$ 113,727
A1-Residential Energy Star Homes	\$ 24,004	\$ 533
A2f-Residential Active Demand	\$ 4,082	\$ 8,085
A2-Residential Home Perf w Energy Star	\$ 40,761	\$ 953
A3-Residential Lighting	\$ 23,651	\$ 426
A4-Residential EnergyStar Appliance	\$ 39,337	\$ 808
A5-Residential Behavior	\$ -	\$ -

A6-Residential ISO FCM Expenses	\$ 1,687	\$ 6,063
A7-Residential Statewide Marketing	\$ -	\$ -
B1-Low-Income Home Energy Assistance	\$ 75,848	\$ 1,614
B7-Low Income Statewide Marketing	\$ -	\$ -
C1-C&I Large Business Services	\$ 100,553	\$ 1,975
C2-C&I Municipal Services	\$ 17,205	\$ 306
C3-C&I Small Business Services	\$ 96,386	\$ 1,893
C4-C&I Active Demand Reduction	\$ -	\$ -
C5-C&I Education	\$ -	\$ -
C6-C&I ISO FCM Expenses	\$ 2,575	\$ 14,375
C7-C&I Statewide Marketing	\$ -	\$ -
Performance Incentive		
Total	\$ 426,089	\$ 37,031
A1-Residential Energy Star Homes	\$ 14,850	\$ 4,331
A2f-Residential Active Demand	\$ 12,050	\$ -
A2-Residential Home Perf w Energy Star	\$ 40,000	\$ 6,342
A3-Residential Lighting	\$ 18,469	\$ 8,000
A4-Residential EnergyStar Appliance	\$ 37,162	\$ 10,000
A5-Residential Behavior	\$ 6,113	\$ -
A6-Residential ISO FCM Expenses	\$ 5,000	\$ 8,000
A7-Residential Statewide Marketing	\$ -	\$ -
B1-Low-Income Home Energy Assistance	\$ 54,700	\$ 55,000
B5-Low Income Statewide Marketing	\$ -	\$ -
C1-C&I Large Business Services	\$ 74,585	\$ 3,072
C2-C&I Municipal Services	\$ 13,032	\$ -
C3-C&I Small Business Services	\$ 70,000	\$ 3,981
C4-C&I Active Demand Reduction	\$ 11,500	\$ -
C5-C&I Education	\$ -	\$ -
C6-C&I ISO FCM Expenses	\$ 5,000	\$ 5,000
C7-C&I Statewide Marketing	\$ -	\$ -
Performance Incentive		
Total	\$ 362,461	\$ 103,727
A1-Residential Energy Star Homes	\$ 17,240	\$ 215
A2-Residential Home Perf w Energy Star	\$ 59,111	\$ 902
A3-Residential Lighting	\$ 24,571	\$ 307
A4-Residential EnergyStar Appliance	\$ 27,231	\$ 352
A5-Residential Behavior	\$ 947	\$ 22
A6-Residential ISO FCM Expenses	\$ 4,422	\$ 4,773
A7-Residential Statewide Marketing	\$ -	\$ -
B1-Low-Income Home Energy Assistance	\$ 82,231	\$ 1,120
B7-Low Income Statewide Marketing	\$ -	\$ -
C1-C&I Large Business Services	\$ 120,208	\$ 1,744
C2-C&I Municipal Services	\$ 21,354	\$ 179
C3-C&I Small Business Services	\$ 89,587	\$ 1,088
C4-C&I Active Demand Reduction	\$ -	\$ -
C5-C&I Education	\$ -	\$ -
C6-C&I ISO FCM Expenses	\$ 5,686	\$ 11,212

C7-C&I Statewide Marketing	\$ -	\$ -
Performance Incentive		
Performance Incentive		
Total	\$ 452,588	\$ 21,914
A1-Residential Energy Star Homes	\$ 12,000	\$ 3,500
A2-Residential Home Perf w Energy Star	\$ 27,500	\$ -
A3-Residential Lighting	\$ 11,997	\$ 450
A4-Residential EnergyStar Appliance	\$ 16,873	\$ -
A5-Residential Behavior	\$ 7,500	\$ -
A6-Residential ISO FCM Expenses	\$ 12,500	\$ 1,000
A7-Residential Statewide Marketing	\$ -	\$ -
B1-Low-Income Home Energy Assistance	\$ 37,296	\$ 7,869
B5-Low Income Statewide Marketing	\$ -	\$ -
C1-C&I Large Business Services	\$ 67,467	\$ 2,250
C2-C&I Municipal Services	\$ 13,283	\$ -
C3-C&I Small Business Services	\$ 50,809	\$ 1,710
C4-C&I Active Demand Reduction	\$ -	\$ -
C5-C&I Education	\$ -	\$ -
C6-C&I ISO FCM Expenses	\$ 18,990	\$ 1,000
C7-C&I Statewide Marketing	\$ -	\$ -
Performance Incentive		
Performance Incentive		
Total	\$ 276,215	\$ 17,779
A1-Residential Energy Star Homes	\$ 13,820	\$ 476
A2-Residential Home Perf w Energy Star	\$ 36,096	\$ 1,244
A3-Residential Lighting	\$ 19,663	\$ 678
A4-Residential EnergyStar Appliance	\$ 20,994	\$ 724
A5-Residential Behavior	\$ -	\$ 17,610
A6-Residential ISO FCM Expenses	\$ 2,325	\$ 1,617
B1-Low-Income Home Energy Assistance	\$ 59,330	\$ 2,045
C1-C&I Large Business Services	\$ 86,758	\$ 2,945
C2-C&I Municipal Services	\$ 20,345	\$ 633
C3-C&I Small Business Services	\$ 75,174	\$ 2,256
C5-C&I Education	\$ -	\$ -
C6-C&I ISO FCM Expenses	\$ 2,434	\$ 5,295
Performance Incentive		
Performance Incentive		
Total	\$ 336,939	\$ 35,523
A1-Residential Energy Star Homes	\$ 9,304	\$ 2,750
A2-Residential Home Perf w Energy Star	\$ 20,922	\$ 588
A3-Residential Lighting	\$ 10,456	\$ 450
A4-Residential EnergyStar Appliance	\$ 14,608	\$ -
A5-Residential Behavior	\$ 2,441	\$ -
A6-Residential ISO FCM Expenses	\$ 13,000	\$ 1,000
B1-Low-Income Home Energy Assistance	\$ 33,675	\$ 1,489
C1-C&I Large Business Services	\$ 61,334	\$ 2,250
C2-C&I Municipal Services	\$ 13,283	\$ -

C3-C&I Small Business Services	\$ 37,950	\$ 1,620
C5-C&I Education	\$ -	\$ -
C6-C&I ISO FCM Expenses	\$ 15,165	\$ 1,000
Performance Incentive		
Performance Incentive		
Total	\$ 232,138	\$ 11,147
A1-Residential Energy Star Homes	\$ 12,755	\$ 737
A2-Residential Home Perf w Energy Star	\$ 29,538	\$ 1,702
A3-Residential Lighting	\$ 19,632	\$ 1,135
A4-Residential EnergyStar Appliance	\$ 19,902	\$ 1,150
A6-Residential ISO FCM Expenses	\$ 3,708	\$ 3,417
B1-Low-Income Home Energy Assistance	\$ 52,895	\$ 3,058
C1-C&I Large Business Services	\$ 64,975	\$ 4,569
C2-C&I Municipal Services	\$ 41,895	\$ 3,604
C3-C&I Small Business Services	\$ 67,335	\$ 3,894
C5-C&I Education	\$ -	\$ -
C6-C&I ISO FCM Expenses	\$ 4,280	\$ 5,948
Performance Incentive		
Performance Incentive		
Total	\$ 316,914	\$ 29,214
A1-Residential Energy Star Homes	\$ 6,210	\$ -
A2-Residential Home Perf w Energy Star	\$ 13,985	\$ -
A3-Residential Lighting	\$ 9,481	\$ -
A4-Residential EnergyStar Appliance	\$ 9,481	\$ -
A6-Residential ISO FCM Expenses	\$ 15,000	\$ 8,000
B1-Low-Income Home Energy Assistance	\$ 25,657	\$ -
C1-C&I Large Business Services	\$ 37,925	\$ -
C2-C&I Municipal Services	\$ 22,591	\$ -
C3-C&I Small Business Services	\$ 32,288	\$ -
C5-C&I Education	\$ -	\$ -
C6-C&I ISO FCM Expenses	\$ 10,820	\$ 8,000
Performance Incentive		
Performance Incentive		
Total	\$ 183,439	\$ 16,000
A1-Residential Energy Star Homes	\$ 10,016	\$ 895
A2-Residential Home Perf w Energy Star	\$ 26,710	\$ 7,128
A3-Residential Lighting	\$ 11,686	\$ 6,234
A4-Residential EnergyStar Appliance	\$ 10,016	\$ 3,821
A6-Residential ISO FCM Expenses	\$ -	\$ 3,179
A7-Residential Statewide Marketing	\$ -	\$ 19,330
B1-Low-Income Home Energy Assistance	\$ 26,710	\$ 6,042
C1-C&I Large Business Services	\$ 41,735	\$ 4,585
C2-C&I Municipal Services	\$ 16,550	\$ 4,124
C3-C&I Small Business Services	\$ 26,710	\$ 2,940
C5-C&I Education	\$ -	\$ 2,620
C6-C&I ISO FCM Expenses	\$ -	\$ 7,000
C7-C&I Statewide Marketing	\$ -	\$ -

Performance Incentive		
Performance Incentive		
Total	\$ 170,135	\$ 67,900
A1-Residential Energy Star Homes	\$ 11,968	\$ 5,831
A2-Residential Home Perf w Energy Star	\$ 25,948	\$ 5,006
A3-Residential Lighting	\$ 12,209	\$ 3,102
A4-Residential EnergyStar Appliance	\$ 7,000	\$ 2,174
A6-Residential ISO FCM Expenses	\$ -	\$ 7,500
A7-Residential Statewide Marketing	\$ -	\$ -
A8-Residential Education	\$ -	\$ 23,000
B1-Low-Income Home Energy Assistance	\$ 37,401	\$ 5,000
C1-C&I Large Business Services	\$ 50,000	\$ 3,300
C2-C&I Municipal Services	\$ 15,200	\$ 17,500
C3-C&I Small Business Services	\$ 35,000	\$ 2,000
C5-C&I Education	\$ -	\$ 23,000
C6-C&I ISO FCM Expenses	\$ -	\$ 7,500
C7-C&I Statewide Marketing	\$ -	\$ -
Performance Incentive		
Performance Incentive		
Total	\$ 194,726	\$ 104,912
B1 - Home Energy Assistance	\$ 35,859	\$ 8,180
A1 - Energy Star Homes	\$ 10,342	\$ 1,927
A2 - Home Performance with Energy Star	\$ 60,403	\$ 15,269
A3 - Energy Star Products	\$ 61,122	\$ 11,387
A6b - Res ISO Forward Capacity Market Expenses	\$ 455	\$ -
C3 - Municipal Energy Solutions	\$ 6,119	\$ 1,140
C2 - Small Business Energy Solutions	\$ 20,337	\$ 3,789
C1 - Large Business Energy Solutions	\$ 23,611	\$ 4,399
C6c - C&I Education	\$ 400	\$ 74
C6b - C&I ISO Forward Capacity Market Expenses	\$ 1,062	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 219,709	\$ 46,165
B1 - Home Energy Assistance	\$ 60,713	\$ 15,232
A1 - Energy Star Homes	\$ 43,367	\$ 14,609
A2 - Home Performance with Energy Star	\$ 50,579	\$ 15,232
A3 - Energy Star Products	\$ 87,745	\$ 24,464
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -
C3 - Municipal Energy Solutions	\$ 15,177	\$ 6,093
C2 - Small Business Energy Solutions	\$ 66,107	\$ 12,185
C1 - Large Business Energy Solutions	\$ 61,386	\$ 12,185
C6c - C&I Education	\$ 14,452	\$ -
C6e - Smart Start	\$ -	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 399,526	\$ 100,000
B1 - Home Energy Assistance	\$ 40,187	\$ 13,950

A1 - Energy Star Homes	\$ 8,004	\$ 2,659
A2 - Home Performance with Energy Star	\$ 43,925	\$ 17,501
A3 - Energy Star Products	\$ 50,673	\$ 16,834
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -
C3 - Municipal Energy Solutions	\$ 14,248	\$ 4,733
C2 - Small Business Energy Solutions	\$ 19,246	\$ 6,394
C1 - Large Business Energy Solutions	\$ 22,277	\$ 7,400
C6c - C&I Education	\$ 514	\$ 171
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 199,075	\$ 69,643
B1 - Home Energy Assistance	\$ 60,713	\$ 15,232
A1 - Energy Star Homes	\$ 43,367	\$ 14,609
A2 - Home Performance with Energy Star	\$ 50,579	\$ 15,232
A3 - Energy Star Products	\$ 87,745	\$ 24,464
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -
C3 - Municipal Energy Solutions	\$ 15,177	\$ 6,093
C2 - Small Business Energy Solutions	\$ 66,107	\$ 12,185
C1 - Large Business Energy Solutions	\$ 61,386	\$ 12,185
C6c - C&I Education	\$ 14,452	\$ -
C6e - Smart Start	\$ -	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 399,526	\$ 100,000
B1 - Home Energy Assistance	\$ 34,378	\$ 7,494
A1 - Energy Star Homes	\$ 11,234	\$ 1,799
A2 - Home Performance with Energy Star	\$ 34,936	\$ 10,513
A3 - Energy Star Products	\$ 32,848	\$ 4,705
A6b - Res ISO Forward Capacity Market Expenses	\$ 254	\$ -
C3 - Municipal Energy Solutions	\$ 15,158	\$ 2,171
C2 - Small Business Energy Solutions	\$ 20,996	\$ 3,007
C1 - Large Business Energy Solutions	\$ 14,049	\$ 2,012
C6c - C&I Education	\$ 1,085	\$ 155
C6b - C&I ISO Forward Capacity Market Expenses	\$ 593	\$ -
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 165,531	\$ 31,857
B1 - Home Energy Assistance	\$ 23,322	\$ 15,488
A1 - Energy Star Homes	\$ 27,646	\$ 14,664
A2 - Home Performance with Energy Star	\$ 24,309	\$ 16,144
A3 - Energy Star Products	\$ 46,770	\$ 24,745
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -
C3 - Municipal Energy Solutions	\$ 9,230	\$ 4,634
C2 - Small Business Energy Solutions	\$ 22,913	\$ 12,061
C1 - Large Business Energy Solutions	\$ 23,169	\$ 12,196
C6c - C&I Education	\$ -	\$ -
C6e - Smart Start	\$ -	\$ -

C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 177,358	\$ 99,932
B1 - Home Energy Assistance	\$ 24,285	\$ 7,495
A1 - Energy Star Homes	\$ 9,498	\$ 10,851
A2 - Home Performance with Energy Star	\$ 26,750	\$ 11,414
A3 - Energy Star Products	\$ 28,708	\$ 7,272
A6b - Res ISO Forward Capacity Market Expenses	\$ 1,987	\$ -
C3 - Municipal Energy Solutions	\$ 9,144	\$ 2,316
C2 - Small Business Energy Solutions	\$ 16,151	\$ 4,091
C1 - Large Business Energy Solutions	\$ 20,993	\$ 5,317
C6e - Smart Start	\$ 49	\$ 12
C6c - C&I Education	\$ 565	\$ 143
C6b - C&I ISO Forward Capacity Market Expenses	\$ 4,636	\$ -
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 142,766	\$ 48,912
B1 - Home Energy Assistance	\$ 25,429	\$ 15,232
A1 - Energy Star Homes	\$ 30,486	\$ 14,609
A2 - Home Performance with Energy Star	\$ 25,429	\$ 15,232
A3 - Energy Star Products	\$ 51,051	\$ 24,464
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -
C3 - Municipal Energy Solutions	\$ 12,715	\$ 6,093
C2 - Small Business Energy Solutions	\$ 25,429	\$ 12,186
C1 - Large Business Energy Solutions	\$ 25,429	\$ 12,186
C6c - C&I Education	\$ -	\$ -
C6e - Smart Start	\$ -	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 195,968	\$ 100,000
B1 - Home Energy Assistance	\$ 26,995	\$ 7,605
A1 - Energy Star Homes	\$ 11,032	\$ 2,546
A2 - Home Performance with Energy Star	\$ 13,149	\$ 4,807
A3 - Energy Star Products	\$ 27,176	\$ 6,272
A6b - Res ISO Forward Capacity Market Expenses	\$ 1,082	\$ -
C3 - Municipal Energy Solutions	\$ 14,567	\$ 3,362
C2 - Small Business Energy Solutions	\$ 21,217	\$ 4,896
C1 - Large Business Energy Solutions	\$ 21,854	\$ 5,044
C6e - Smart Start	\$ 136	\$ 31
C6c - C&I Education	\$ 2,403	\$ 554
C6b - C&I ISO Forward Capacity Market Expenses	\$ 2,524	\$ -
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 142,135	\$ 35,117
B1 - Home Energy Assistance	\$ 16,316	\$ 11,250

A1 - Energy Star Homes	\$ 26,356	\$ 11,250
A2 - Home Performance with Energy Star	\$ 19,942	\$ 11,250
A3 - Energy Star Products	\$ 53,207	\$ 11,250
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ -
C3 - Municipal Energy Solutions	\$ 21,261	\$ 10,000
C2 - Small Business Energy Solutions	\$ 21,261	\$ 10,000
C1 - Large Business Energy Solutions	\$ 21,261	\$ 10,000
C6c - C&I Education	\$ 2,800	\$ -
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 182,404	\$ 75,000
B1 - Home Energy Assistance	\$ 17,500	\$ 18,733
A1 - Energy Star Homes	\$ 6,889	\$ 6,902
A2 - Home Performance with Energy Star	\$ 11,531	\$ 13,135
A3 - Energy Star Products	\$ 14,366	\$ 14,392
A6b - Res ISO Forward Capacity Market Expenses	\$ 1,472	\$ -
C3 - Municipal Energy Solutions	\$ 11,172	\$ 11,192
C2 - Small Business Energy Solutions	\$ 14,857	\$ 14,884
C1 - Large Business Energy Solutions	\$ 5,788	\$ 5,798
C6c - C&I Education	\$ 1,145	\$ 1,147
C6e - Smart Start	\$ 50	\$ 50
C6b - C&I ISO Forward Capacity Market Expenses	\$ 3,434	\$ -
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 88,202	\$ 86,232
B1 - Home Energy Assistance	\$ 14,583	\$ 4,732
A1 - Energy Star Homes	\$ 21,396	\$ 6,943
A2 - Home Performance with Energy Star	\$ 27,083	\$ 8,789
A3 - Energy Star Products	\$ 47,644	\$ 15,460
A6b - Res ISO Forward Capacity Market Expenses	\$ -	\$ 3,000
C3 - Municipal Energy Solutions	\$ 15,790	\$ 5,789
C2 - Small Business Energy Solutions	\$ 31,580	\$ 11,578
C1 - Large Business Energy Solutions	\$ 15,790	\$ 5,789
C6c - C&I Education	\$ 2,508	\$ 919
C6b - C&I ISO Forward Capacity Market Expenses	\$ -	\$ 7,000
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 176,374	\$ 69,999
B1 - Home Energy Assistance	\$ 12,247	\$ 845
A1 - Energy Star Homes	\$ 12,271	\$ 441
A2 - Home Performance with Energy Star	\$ 7,357	\$ 471
A3 - Energy Star Products	\$ 11,525	\$ 438
A4 - Residential Behavior	\$ 1,990	\$ 103
C1 - Large Business Energy Solutions	\$ 14,139	\$ 1,105
C2 - Small Business Energy Solutions	\$ 27,209	\$ 732

C6c - C&I Education	\$ 2,531	\$ 44
Performance Incentive	\$ -	\$ -
Total	\$ 89,269	\$ 4,179
B1 - Home Energy Assistance	\$ 40,778	\$ 2,966
A1 - Energy Star Homes	\$ 24,054	\$ 1,749
A2 - Home Performance with Energy Star	\$ 28,324	\$ 2,060
A3 - Energy Star Products	\$ 26,520	\$ 1,929
A4 - Residential Behavior	\$ 7,892	\$ 574
C1 - Large Business Energy Solutions	\$ 60,244	\$ 4,381
C2 - Small Business Energy Solutions	\$ 49,641	\$ 3,610
C6c - C&I Education	\$ 2,418	\$ 176
Performance Incentive	\$ -	\$ -
Total	\$ 239,872	\$ 17,445
B1 - Home Energy Assistance	\$ 7,635	\$ 6,060
A1 - Energy Star Homes	\$ 8,820	\$ 3,162
A2 - Home Performance with Energy Star	\$ 3,513	\$ 3,373
A3 - Energy Star Products	\$ 10,284	\$ 3,136
A4 - Residential Behavior	\$ 2,225	\$ 948
C1 - Large Business Energy Solutions	\$ 8,001	\$ 7,919
C2 - Small Business Energy Solutions	\$ 8,818	\$ 5,113
C6c - C&I Education	\$ 1,604	\$ 318
Performance Incentive	\$ -	\$ -
Total	\$ 50,898	\$ 30,029
B1 - Home Energy Assistance	\$ 50,293	\$ 3,353
A1 - Energy Star Homes	\$ 23,004	\$ 1,749
A2 - Home Performance with Energy Star	\$ 25,475	\$ 1,866
A3 - Energy Star Products	\$ 24,379	\$ 1,735
A4 - Residential Behavior	\$ 4,305	\$ -
C1 - Large Business Energy Solutions	\$ 54,767	\$ 4,381
C2 - Small Business Energy Solutions	\$ 45,128	\$ 3,610
C6c - C&I Education	\$ 2,638	\$ 176
Performance Incentive	\$ -	\$ -
Total	\$ 229,990	\$ 16,871
B1 - Home Energy Assistance	\$ 48,868	\$ 76
A1 - Energy Star Homes	\$ 10,008	\$ 59
A2 - Home Performance with Energy Star	\$ 7,071	\$ 146
A3 - Energy Star Products	\$ 37,898	\$ 130
A4 - Residential Behavior	\$ 13,190	\$ 16
C1 - Large Business Energy Solutions	\$ 31,315	\$ 324
C2 - Small Business Energy Solutions	\$ 17,317	\$ 192
C6c - C&I Education	\$ 2,714	\$ 12
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 168,383	\$ 954
B1 - Home Energy Assistance	\$ 36,635	\$ 2,676
A1 - Energy Star Homes	\$ 11,780	\$ 860
A2 - Home Performance with Energy Star	\$ 28,958	\$ 2,115

A3 - Energy Star Products	\$ 25,861	\$ 1,889
A4 - Residential Behavior	\$ 7,581	\$ 542
C1 - Large Business Energy Solutions	\$ 64,312	\$ 4,697
C2 - Small Business Energy Solutions	\$ 38,078	\$ 2,781
C6c - C&I Education	\$ 2,304	\$ 168
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 215,509	\$ 15,728
B1 - Home Energy Assistance	\$ 27,357	\$ 553
A1 - Energy Star Homes	\$ 7,799	\$ 94
A2 - Home Performance with Energy Star	\$ 17,150	\$ 348
A3 - Energy Star Products	\$ 25,104	\$ 496
A4 - Residential Behavior	\$ 4,304	\$ 135
C1 - Large Business Energy Solutions	\$ 19,877	\$ 900
C2 - Small Business Energy Solutions	\$ 22,172	\$ 691
C6c - C&I Education	\$ 86	\$ 35
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 123,848	\$ 3,253
B1 - Home Energy Assistance	\$ 33,719	\$ 2,800
A1 - Energy Star Homes	\$ 5,737	\$ 476
A2 - Home Performance with Energy Star	\$ 21,327	\$ 1,688
A3 - Energy Star Products	\$ 30,239	\$ 2,511
A4 - Residential Behavior	\$ 8,245	\$ 653
C1 - Large Business Energy Solutions	\$ 55,083	\$ 4,360
C2 - Small Business Energy Solutions	\$ 42,292	\$ 3,347
C6c - C&I Education	\$ 2,168	\$ 172
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 198,811	\$ 16,006
B1 - Home Energy Assistance	\$ 12,990	\$ 1,833
A1 - Energy Star Homes	\$ 3,721	\$ 248
A2 - Home Performance with Energy Star	\$ 7,275	\$ 1,329
A3 - Energy Star Products	\$ 10,846	\$ 1,486
A4 - Residential Behavior	\$ 5,720	\$ 414
C1 - Large Business Energy Solutions	\$ 18,930	\$ 2,849
C2 - Small Business Energy Solutions	\$ 18,422	\$ 2,502
C6c - C&I Education	\$ 493	\$ -
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 78,396	\$ 10,661
B1 - Home Energy Assistance	\$ 22,100	\$ -
A1 - Energy Star Homes	\$ 5,000	\$ -
A2 - Home Performance with Energy Star	\$ 11,200	\$ -
A3 - Energy Star Products	\$ 15,500	\$ -
A4 - Residential Behavior	\$ 4,000	\$ -
C1 - Large Business Energy Solutions	\$ 29,500	\$ -

C2 - Small Business Energy Solutions	\$ 27,500	\$ -
C6c - C&I Education	\$ 2,000	\$ -
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 116,800	\$ -
B1 - Home Energy Assistance	\$ 8,143	\$ -
A1 - Energy Star Homes	\$ 1,269	\$ -
A2 - Home Performance with Energy Star	\$ 12,020	\$ -
A3 - Energy Star Products	\$ 7,109	\$ -
A4 - Residential Behavior	\$ 2,736	\$ -
C1 - Large Business Energy Solutions	\$ 10,237	\$ -
C2 - Small Business Energy Solutions	\$ 8,428	\$ -
C6c - C&I Education	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 49,942	\$ -
B1 - Home Energy Assistance	\$ 17,900	\$ -
A1 - Energy Star Homes	\$ 1,700	\$ -
A2 - Home Performance with Energy Star	\$ 12,916	\$ -
A3 - Energy Star Products	\$ 19,900	\$ -
A4 - Residential Behavior	\$ 5,960	\$ -
C1 - Large Business Energy Solutions	\$ 29,760	\$ -
C2 - Small Business Energy Solutions	\$ 23,800	\$ -
C6c - C&I Education	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Performance Incentive	\$ -	\$ -
Total	\$ 111,936	\$ -
A1-Residential Energy Star Homes	\$ 15,250	\$ 161
A2-Residential Home Perf w Energy Star	\$ 11,604	\$ 131
A3-Residential Energy Star Equip	\$ 20,409	\$ 255
A5-Residential Behavior	\$ -	\$ -
B1-Low-Income Home Energy Assistance	\$ 24,658	\$ 284
C1-C&I Lg Business Services	\$ 55,649	\$ 453
C2-C&I Sm Business Services	\$ 34,493	\$ 281
C7-C&I Education	\$ -	\$ -
Performance Incentive		
Total	\$ 162,063	\$ 1,564
A1-Residential Energy Star Homes	\$ 11,882	\$ 3,500
A2-Residential Home Perf w Energy Star	\$ 14,208	\$ 3,500
A3-Residential Energy Star Appl	\$ 16,284	\$ 3,500
A5-Residential Behavior	\$ 3,000	\$ 2,400
B1-Low-Income Home Energy Assistance	\$ 21,098	\$ 3,600
C1-C&I Lg Business Services	\$ 32,000	\$ 15,000
C2-C&I Sm Business Services	\$ 20,000	\$ 2,096
C7-C&I Statewide Education	\$ -	\$ -
Performance Incentive		

Total	\$ 118,472	\$ 33,596
A1-Residential Energy Star Homes	\$ 19,356	\$ 378
A2-Residential Home Perf w Energy Star	\$ 20,183	\$ 394
A3-Residential Energy Star Equip	\$ 31,456	\$ 614
A5-Residential Behavior	\$ -	\$ -
A7-Residential Statewide Marketing	\$ -	\$ -
B1-Low-Income Home Energy Assistance	\$ 37,854	\$ 739
B7-Low-Income Statewide Marketing	\$ -	\$ -
C1-C&I Lg Business Services	\$ 76,322	\$ 1,318
C2-C&I Sm Business Services	\$ 41,783	\$ 722
C5-C&I Statewide Marketing	\$ -	\$ -
C7-C&I Education	\$ -	\$ -
Performance Incentive		
Total	\$ 226,954	\$ 4,164
A1-Residential Energy Star Homes	\$ 13,610	\$ 3,500
A2-Residential Home Perf w Energy Star	\$ 16,128	\$ 3,500
A3-Residential Energy Star Appl	\$ 19,164	\$ 3,500
A5-Residential Behavior	\$ 3,000	\$ 2,400
A7-Residential Statewide Marketing	\$ -	\$ -
B1-Low-Income Home Energy Assistance	\$ 24,554	\$ 3,600
B7-Low-Income Statewide Marketing	\$ -	\$ -
C1-C&I Lg Business Services	\$ 37,760	\$ 15,000
C2-C&I Sm Business Services	\$ 23,456	\$ 2,096
C5-C&I Statewide Marketing	\$ -	\$ -
C7-C&I Statewide Education	\$ -	\$ -
Performance Incentive		
Total	\$ 137,672	\$ 33,596
A1-Residential Energy Star Homes	\$ 19,560	\$ 587
A2-Residential Home Perf w Energy Star	\$ 20,866	\$ 627
A3-Residential Energy Star Equip	\$ 32,221	\$ 979
A5-Residential Behavior	\$ 599	\$ 11
A7-Residential Statewide Marketing	\$ -	\$ -
B1-Low-Income Home Energy Assistance	\$ 38,222	\$ 1,147
B7-Low-Income Statewide Marketing	\$ -	\$ -
C1-C&I Lg Business Services	\$ 72,194	\$ 2,029
C2-C&I Sm Business Services	\$ 44,096	\$ 1,189
C5-C&I Statewide Marketing	\$ -	\$ -
C7-C&I Education	\$ -	\$ -
Performance Incentive		
Performance Incentive		
Total	\$ 227,759	\$ 6,569
A1-Residential Energy Star Homes	\$ 11,330	\$ 396
A2-Residential Home Perf w Energy Star	\$ 13,532	\$ 176
A3-Residential Energy Star Appl	\$ 17,189	\$ 575
A5-Residential Behavior	\$ 750	\$ -
A7-Residential Statewide Marketing	\$ -	\$ -
B1-Low-Income Home Energy Assistance	\$ 21,612	\$ 748

B7-Low-Income Statewide Marketing	\$ -	\$ -
C1-C&I Lg Business Services	\$ 31,690	\$ 1,600
C2-C&I Sm Business Services	\$ 19,800	\$ 704
C5-C&I Statewide Marketing	\$ -	\$ -
C7-C&I Statewide Education	\$ -	\$ -
Performance Incentive		
Performance Incentive		
Total	\$ 115,902	\$ 4,199
A1-Residential Energy Star Homes	\$ 13,188	\$ 322
A2-Residential Home Perf w Energy Star	\$ 13,820	\$ 338
A3-Residential Energy Star Equip	\$ 22,179	\$ 3,359
A5-Residential Behavior	\$ -	\$ 8,599
B1-Low-Income Home Energy Assistance	\$ 25,643	\$ 628
C1-C&I Lg Business Services	\$ 53,119	\$ 989
C2-C&I Sm Business Services	\$ 38,020	\$ 3,624
C7-C&I Education	\$ -	\$ -
Performance Incentive		
Performance Incentive		
Total	\$ 165,968	\$ 17,859
A1-Residential Energy Star Homes	\$ 10,300	\$ 360
A2-Residential Home Perf w Energy Star	\$ 12,302	\$ 160
A3-Residential Energy Star Appl	\$ 15,626	\$ 560
A5-Residential Behavior	\$ 3,500	\$ -
B1-Low-Income Home Energy Assistance	\$ 16,808	\$ 680
C1-C&I Lg Business Services	\$ 28,809	\$ 1,600
C2-C&I Sm Business Services	\$ 18,000	\$ 640
C7-C&I Statewide Education	\$ -	\$ -
Performance Incentive		
Performance Incentive		
Total	\$ 105,344	\$ 4,000
A1-Residential Energy Star Homes	\$ 18,060	\$ 853
A2-Residential Home Perf w Energy Star	\$ 15,404	\$ 728
A3-Residential Energy Star Equip	\$ 23,667	\$ 3,957
B1-Low-Income Home Energy Assistance	\$ 27,133	\$ 1,282
C1-C&I Lg Business Services	\$ 26,614	\$ 7,253
C2-C&I Sm Business Services	\$ 52,811	\$ 10,579
C7-C&I Education	\$ -	\$ -
Performance Incentive		
Performance Incentive		
Total	\$ 163,690	\$ 24,651
A1-Residential Energy Star Homes	\$ 9,751	\$ -
A2-Residential Home Perf w Energy Star	\$ 11,959	\$ -
A3-Residential Energy Star Appl	\$ 11,684	\$ -
B1-Low-Income Home Energy Assistance	\$ 15,280	\$ -
C1-C&I Lg Business Services	\$ 25,167	\$ -
C2-C&I Sm Business Services	\$ 16,179	\$ -
C7-C&I Statewide Education	\$ -	\$ -

Performance Incentive		
Performance Incentive		
Total	\$ 90,019	\$ -
A1-Residential Energy Star Homes	\$ 4,643	\$ 707
A2-Residential Home Perf w Energy Star	\$ 10,214	\$ 5,037
A3-Residential Energy Star Equip	\$ 23,215	\$ 8,201
A4-Res Gas Financing	\$ -	\$ -
A7-Residential Statewide Marketing	\$ -	\$ -
A6-Residential Education	\$ -	\$ 3,590
B1-Low-Income Home Energy Assistance	\$ 14,857	\$ 5,554
C1a-Lg C&I Custom	\$ 18,572	\$ 2,828
C1b-Lg C&I GasNetworks	\$ 4,643	\$ 707
C2a-Sm C&I Custom	\$ 5,572	\$ 849
C2b-Sm C&I GasNetworks	\$ 11,143	\$ 5,151
C5-C&I Statewide Marketing	\$ -	\$ -
C7-C&I Education	\$ -	\$ -
Performance Incentive		
Performance Incentive		
Total	\$ 92,858	\$ 32,624
A1-Residential Energy Star Homes	\$ 5,500	\$ 800
A2-Residential Home Perf w Energy Star	\$ 6,480	\$ 1,000
A3-Residential Energy Star Appl	\$ 20,934	\$ -
A4-Res Gas Financing	\$ -	\$ -
A7-Residential Statewide Marketing	\$ -	\$ -
A6-Residential Education	\$ -	\$ 1,200
B1-Low-Income Home Energy Assistance	\$ 14,623	\$ 2,000
C1a-Lg C&I Custom	\$ 15,000	\$ 2,000
C1b-Lg C&I GasNetworks	\$ 10,027	\$ -
C5-C&I Statewide Marketing	\$ -	\$ -
C2a-Sm C&I Custom	\$ 4,500	\$ 1,500
C2b-Sm C&I GasNetworks	\$ 17,239	\$ 1,000
C7-C&I Statewide Education	\$ -	\$ -
Performance Incentive		
Performance Incentive		
Total	\$ 94,304	\$ 9,500

es/Revenues by Category reports filed pursuant to reporting requirement 9.vi into a single program-
 ce 2016.

Rebate/Services	Implementation Services	Marketing	EM&V	Performance Incentive
\$ 8,508,193	\$ 189,837	\$ 77,144	\$ 194,352	\$ -
\$ 1,732,818	\$ 116,630	\$ 33,598	\$ 24,945	\$ -
\$ 6,518,737	\$ 182,864	\$ 96,890	\$ 177,152	\$ -
\$ 5,505,402	\$ 22,925	\$ 75,038	\$ 63,092	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 43,788	\$ 45,245	\$ -	\$ 1,411	\$ -
\$ 57,474	\$ -	\$ -	\$ 2,939	\$ -
\$ -	\$ 2,530	\$ -	\$ 3,329	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 8,523,447	\$ 850,208	\$ 261,071	\$ 149,156	\$ -
\$ 9,747,918	\$ 577,910	\$ 204,832	\$ 78,481	\$ -
\$ 1,301,763	\$ 875	\$ 26,574	\$ 15,899	\$ -
\$ (11,621)	\$ -	\$ 27,216	\$ 16,283	\$ -
\$ 4,500	\$ 83,883	\$ 9,000	\$ 4,175	\$ -
\$ 80,108	\$ -	\$ -	\$ 4,097	\$ -
\$ -	\$ 5,377	\$ -	\$ 7,073	\$ -
\$ 116,926	\$ 4,783	\$ 55	\$ 3,190	\$ -
\$ -	\$ -	\$ 424	\$ 254	\$ -
\$ 17,976	\$ -	\$ -	\$ 329	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 2,749,894
\$ 42,147,429	\$ 2,083,068	\$ 811,843	\$ 746,157	\$ 2,749,894
\$ 6,913,994	\$ 416,540	\$ 243,304	\$ 405,507	\$ -
\$ 1,936,527	\$ 116,848	\$ 68,154	\$ 113,591	\$ -
\$ 5,575,644	\$ 338,305	\$ 196,310	\$ 327,184	\$ -
\$ 4,897,854	\$ 295,530	\$ 172,376	\$ 287,293	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 109,500	\$ 6,607	\$ 3,854	\$ 6,423	\$ -
\$ 228,194	\$ 13,769	\$ 8,031	\$ 13,385	\$ -
\$ 40,916	\$ 2,469	\$ 1,440	\$ 2,400	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 12,913,181	\$ 703,589	\$ 452,004	\$ 753,339	\$ -
\$ 5,708,950	\$ 326,980	\$ 200,351	\$ 333,919	\$ -
\$ 1,237,797	\$ 70,895	\$ 43,440	\$ 72,399	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 325,000	\$ 18,614	\$ 11,406	\$ 19,009	\$ -
\$ 318,964	\$ 18,269	\$ 11,194	\$ 18,656	\$ -
\$ 87,194	\$ 4,994	\$ 3,060	\$ 5,100	\$ -

\$ 248,346	\$ 14,224	\$ 8,716	\$ 14,526	\$ -
\$ 19,767	\$ 1,132	\$ 694	\$ 1,156	\$ -
\$ 25,645	\$ 1,469	\$ 900	\$ 1,500	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 2,611,277
\$ 40,587,474	\$ 2,350,234	\$ 1,425,233	\$ 2,375,388	\$ 2,611,277
\$ 7,124,091	\$ 187,672	\$ 150,134	\$ 310,582	\$ -
\$ 1,501,089	\$ 134,266	\$ 77,086	\$ 73,979	\$ -
\$ 5,409,483	\$ 192,045	\$ 179,344	\$ 259,572	\$ -
\$ 5,149,242	\$ 21,342	\$ 197,990	\$ 187,830	\$ -
\$ -	\$ 4,505	\$ -	\$ -	\$ -
\$ 36,548	\$ 62,298	\$ 2,403	\$ 4,183	\$ -
\$ 151,918	\$ -	\$ -	\$ 8,717	\$ -
\$ -	\$ 7,587	\$ -	\$ 4,577	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 9,078,866	\$ 856,093	\$ 371,650	\$ 442,341	\$ -
\$ 8,338,607	\$ 569,904	\$ 237,031	\$ 224,168	\$ -
\$ 1,377,009	\$ 711	\$ 39,558	\$ 47,152	\$ -
\$ 842,434	\$ 981	\$ 40,513	\$ 48,290	\$ -
\$ 461,015	\$ 106,464	\$ 10,583	\$ 38,478	\$ -
\$ 211,745	\$ -	\$ -	\$ 12,150	\$ -
\$ -	\$ 16,123	\$ -	\$ 9,725	\$ -
\$ 177,926	\$ 6,335	\$ 9,813	\$ 9,460	\$ -
\$ -	\$ -	\$ 632	\$ 753	\$ -
\$ 34,419	\$ -	\$ -	\$ 977	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 2,183,772
\$ 39,894,392	\$ 2,166,324	\$ 1,316,735	\$ 1,682,935	\$ 2,183,772
\$ 6,913,994	\$ 416,540	\$ 243,304	\$ 405,507	\$ -
\$ 1,936,527	\$ 116,848	\$ 68,154	\$ 113,591	\$ -
\$ 5,575,644	\$ 338,305	\$ 196,310	\$ 327,184	\$ -
\$ 4,897,854	\$ 295,530	\$ 172,376	\$ 287,293	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 109,500	\$ 6,607	\$ 3,854	\$ 6,423	\$ -
\$ 228,194	\$ 13,769	\$ 8,031	\$ 13,385	\$ -
\$ 40,916	\$ 2,469	\$ 1,440	\$ 2,400	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 11,612,029	\$ 665,079	\$ 407,515	\$ 679,192	\$ -
\$ 5,708,950	\$ 326,980	\$ 200,351	\$ 333,919	\$ -
\$ 1,237,797	\$ 70,895	\$ 43,440	\$ 72,399	\$ -
\$ 1,301,152	\$ 38,510	\$ 44,489	\$ 74,148	\$ -
\$ 325,000	\$ 18,614	\$ 11,406	\$ 19,009	\$ -
\$ 318,964	\$ 18,269	\$ 11,194	\$ 18,656	\$ -
\$ 87,194	\$ 4,994	\$ 3,060	\$ 5,100	\$ -
\$ 248,346	\$ 14,224	\$ 8,716	\$ 14,526	\$ -
\$ 19,767	\$ 1,132	\$ 694	\$ 1,156	\$ -
\$ 25,645	\$ 1,469	\$ 900	\$ 1,500	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 2,611,277
\$ 40,587,474	\$ 2,350,234	\$ 1,425,233	\$ 2,375,388	\$ 2,611,277

\$ 6,643,780	\$ 208,715	\$ 100,351	\$ 239,145	\$ -
\$ 961,151	\$ 94,463	\$ 96,178	\$ 72,016	\$ -
\$ 2,233,939	\$ 199,863	\$ 208,545	\$ 162,002	\$ -
\$ 3,757,297	\$ 72,219	\$ 136,676	\$ 122,449	\$ -
\$ 655,328	\$ 23,598	\$ 131	\$ 29,000	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 166,499	\$ 1,144	\$ 14,426	\$ 7,407	\$ -
\$ -	\$ 7,689	\$ -	\$ 4,011	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 7,862,395	\$ 493,726	\$ 326,332	\$ 331,981	\$ -
\$ 5,690,813	\$ 530,052	\$ 180,607	\$ 183,253	\$ -
\$ 1,153,743	\$ 21,006	\$ 50,381	\$ 53,548	\$ -
\$ 421,590	\$ 562	\$ 43,062	\$ 41,794	\$ -
\$ 238,181	\$ 45,977	\$ 9,050	\$ 27,604	\$ -
\$ 249,749	\$ 1,716	\$ 21,639	\$ 11,110	\$ -
\$ -	\$ 17,941	\$ -	\$ 9,359	\$ -
\$ 234,356	\$ 2,018	\$ 18,456	\$ 15,013	\$ -
\$ 15,000	\$ -	\$ 879	\$ 887	\$ -
\$ 21,759	\$ -	\$ -	\$ 1,818	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 1,048,262
\$ -	\$ -	\$ -	\$ -	\$ 1,108,753
\$ 30,305,579	\$ 1,720,689	\$ 1,206,711	\$ 1,312,393	\$ 2,157,015
\$ 5,218,493	\$ 211,403	\$ 176,514	\$ 294,190	\$ -
\$ 1,732,481	\$ 122,721	\$ 61,803	\$ 103,005	\$ -
\$ 3,228,100	\$ 188,365	\$ 118,199	\$ 196,999	\$ -
\$ 3,028,897	\$ 122,773	\$ 105,909	\$ 176,516	\$ -
\$ 729,108	\$ 17,961	\$ 24,887	\$ 41,479	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 193,305	\$ -	\$ 5,602	\$ 9,336	\$ -
\$ 43,226	\$ -	\$ 1,440	\$ 2,400	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 7,720,584	\$ 645,744	\$ 274,777	\$ 457,961	\$ -
\$ 4,078,392	\$ 464,038	\$ 154,957	\$ 258,261	\$ -
\$ 1,211,353	\$ 97,290	\$ 43,595	\$ 72,659	\$ -
\$ 1,007,062	\$ 64,960	\$ 37,262	\$ 62,104	\$ -
\$ 200,000	\$ 20,000	\$ 7,500	\$ 12,500	\$ -
\$ 273,494	\$ 16,465	\$ 8,402	\$ 14,004	\$ -
\$ 100,860	\$ -	\$ 3,360	\$ 5,600	\$ -
\$ 362,216	\$ 24,523	\$ 12,884	\$ 21,473	\$ -
\$ 22,838	\$ -	\$ 761	\$ 1,268	\$ -
\$ 46,828	\$ -	\$ 1,560	\$ 2,600	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 906,170
\$ -	\$ -	\$ -	\$ -	\$ 996,427
\$ 29,197,238	\$ 1,996,244	\$ 1,039,412	\$ 1,732,353	\$ 1,902,597
\$ 4,496,482	\$ 123,034	\$ 55,194	\$ 167,016	\$ -
\$ 1,219,250	\$ 69,322	\$ 59,481	\$ 45,835	\$ -
\$ 1,254,861	\$ 171,744	\$ 49,629	\$ 98,299	\$ -

\$ 2,956,939	\$ 87,784	\$ 96,951	\$ 225,468	\$ -
\$ 294,702	\$ 8,871	\$ 4,844	\$ 11,578	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 144,084	\$ -	\$ 2,660	\$ 6,659	\$ -
\$ -	\$ 10,535	\$ -	\$ 4,283	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 6,129,834	\$ 470,519	\$ 203,771	\$ 216,456	\$ -
\$ 4,124,414	\$ 390,783	\$ 119,900	\$ 143,547	\$ -
\$ 1,259,980	\$ 6,302	\$ 40,064	\$ 48,822	\$ -
\$ 529,641	\$ 1,732	\$ 22,034	\$ 22,862	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 216,125	\$ -	\$ 3,989	\$ 9,988	\$ -
\$ -	\$ 24,583	\$ -	\$ 9,994	\$ -
\$ 123,968	\$ -	\$ 9,220	\$ 8,338	\$ -
\$ -	\$ -	\$ 695	\$ 710	\$ -
\$ 13,927	\$ -	\$ 1,430	\$ 1,460	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 819,463
\$ -	\$ -	\$ -	\$ -	\$ 873,382
\$ 22,764,206	\$ 1,365,210	\$ 669,863	\$ 1,021,312	\$ 1,692,845
\$ 3,781,145	\$ 271,259	\$ 138,338	\$ 230,563	\$ -
\$ 1,160,481	\$ 248,471	\$ 48,097	\$ 80,161	\$ -
\$ 1,884,746	\$ 238,276	\$ 72,472	\$ 120,787	\$ -
\$ 2,593,808	\$ 249,269	\$ 97,052	\$ 161,754	\$ -
\$ 336,235	\$ 19,430	\$ 12,140	\$ 20,233	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 208,479	\$ -	\$ 7,116	\$ 11,860	\$ -
\$ 22,758	\$ 19,430	\$ 1,440	\$ 2,400	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 5,824,984	\$ 582,996	\$ 218,760	\$ 364,600	\$ -
\$ 3,183,455	\$ 493,843	\$ 125,538	\$ 209,230	\$ -
\$ 1,159,420	\$ 120,937	\$ 43,697	\$ 72,828	\$ -
\$ 642,379	\$ 61,568	\$ 24,032	\$ 40,053	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 290,729	\$ 21,989	\$ 10,674	\$ 17,790	\$ -
\$ 78,649	\$ 19,790	\$ 3,360	\$ 5,600	\$ -
\$ 235,669	\$ 19,790	\$ 8,720	\$ 14,533	\$ -
\$ 22,214	\$ -	\$ 758	\$ 1,264	\$ -
\$ 45,704	\$ -	\$ 1,560	\$ 2,600	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 690,534
\$ -	\$ -	\$ -	\$ -	\$ 798,487
\$ 21,470,855	\$ 2,367,048	\$ 813,753	\$ 1,356,256	\$ 1,489,021
\$ 2,637,387	\$ 103,234	\$ 2,359	\$ 66,392	\$ -
\$ 1,057,356	\$ 57,599	\$ 9,450	\$ 54,173	\$ -
\$ 1,061,284	\$ 162,712	\$ 12,394	\$ 52,686	\$ -
\$ 1,773,316	\$ 80,214	\$ 111,416	\$ 21,854	\$ -
\$ 306,000	\$ 11,555	\$ -	\$ 3,828	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -

\$ 167,590	\$ -	\$ -	\$ 713	\$ -
\$ -	\$ 9,968	\$ -	\$ 3,510	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 4,897,593	\$ 445,960	\$ 20,159	\$ 61,891	\$ -
\$ 2,715,796	\$ 367,295	\$ 8,069	\$ 101,621	\$ -
\$ 1,323,808	\$ 14,254	\$ 2,760	\$ 44,393	\$ -
\$ 448,573	\$ 5,571	\$ 1,806	\$ 7,159	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 251,385	\$ -	\$ -	\$ 1,070	\$ -
\$ -	\$ 23,259	\$ -	\$ 8,190	\$ -
\$ 103,159	\$ 7,767	\$ 55,067	\$ 2,325	\$ -
\$ -	\$ -	\$ -	\$ 201	\$ -
\$ -	\$ 7,401	\$ -	\$ 521	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 489,813
\$ -	\$ -	\$ -	\$ -	\$ 777,163
\$ 16,743,247	\$ 1,296,791	\$ 223,480	\$ 430,528	\$ 1,266,977
\$ 3,029,370	\$ 141,662	\$ 5,000	\$ 172,520	\$ -
\$ 919,555	\$ 121,434	\$ 15,000	\$ 57,361	\$ -
\$ 1,747,600	\$ 216,638	\$ 25,000	\$ 108,054	\$ -
\$ 1,677,599	\$ 84,113	\$ 120,000	\$ 102,213	\$ -
\$ 309,959	\$ 16,921	\$ -	\$ 17,756	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 78,316	\$ -	\$ -	\$ 4,254	\$ -
\$ 9,545	\$ 34,639	\$ -	\$ 2,400	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 4,289,115	\$ 525,615	\$ 25,000	\$ 262,809	\$ -
\$ 2,450,073	\$ 392,678	\$ 15,000	\$ 155,231	\$ -
\$ 1,277,423	\$ 54,527	\$ 5,000	\$ 72,622	\$ -
\$ 586,384	\$ 26,131	\$ 3,000	\$ 33,434	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 117,474	\$ -	\$ -	\$ 6,381	\$ -
\$ 51,136	\$ 51,958	\$ -	\$ 5,600	\$ -
\$ 165,118	\$ 23,184	\$ 5,000	\$ 10,500	\$ -
\$ 18,465	\$ -	\$ -	\$ 1,003	\$ -
\$ -	\$ 47,746	\$ -	\$ 2,675	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 511,013
\$ -	\$ -	\$ -	\$ -	\$ 602,421
\$ 16,727,132	\$ 1,737,247	\$ 218,000	\$ 1,014,813	\$ 1,113,434
\$ 2,358,313	\$ 101,661	\$ 4,311	\$ 72,594	\$ -
\$ 1,091,620	\$ 112,614	\$ 11,244	\$ 61,368	\$ -
\$ 1,278,934	\$ 187,285	\$ 4,812	\$ 64,605	\$ -
\$ 1,557,117	\$ 77,101	\$ 72,038	\$ 29,819	\$ -
\$ 213,147	\$ 243	\$ -	\$ 9,629	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 213,504	\$ 1,508	\$ -	\$ -	\$ -
\$ -	\$ 17,508	\$ -	\$ 9,690	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -

\$ 3,731,460	\$ 474,501	\$ 18,533	\$ 84,514	\$ -
\$ 1,922,468	\$ 354,724	\$ 3,534	\$ 41,776	\$ -
\$ 1,329,010	\$ 41,516	\$ 2,277	\$ 22,404	\$ -
\$ 387,039	\$ 11,349	\$ 1,449	\$ 7,193	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 313,927	\$ 2,217	\$ -	\$ -	\$ -
\$ -	\$ 40,852	\$ -	\$ 22,609	\$ -
\$ 146,944	\$ 25,864	\$ 324	\$ 2,394	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ -	\$ 28,724	\$ -	\$ -	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 630,411
\$ -	\$ -	\$ -	\$ -	\$ 799,262
\$ 14,543,484	\$ 1,477,667	\$ 118,522	\$ 428,594	\$ 1,429,673
\$ 2,408,421	\$ 135,454	\$ 5,000	\$ 137,564	\$ -
\$ 749,530	\$ 114,813	\$ 22,500	\$ 47,863	\$ -
\$ 1,492,424	\$ 211,107	\$ 20,000	\$ 93,020	\$ -
\$ 1,511,906	\$ 84,786	\$ 120,000	\$ 92,651	\$ -
\$ 212,766	\$ 19,774	\$ -	\$ 12,550	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 217,713	\$ -	\$ -	\$ 11,750	\$ -
\$ 12,514	\$ 31,954	\$ -	\$ 2,400	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 3,738,749	\$ 594,911	\$ 25,000	\$ 235,240	\$ -
\$ 1,679,225	\$ 349,444	\$ 15,000	\$ 110,298	\$ -
\$ 1,280,027	\$ 61,505	\$ 5,000	\$ 72,673	\$ -
\$ 372,685	\$ 23,935	\$ 3,000	\$ 21,568	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 320,116	\$ -	\$ -	\$ 17,277	\$ -
\$ 29,200	\$ 74,560	\$ -	\$ 5,600	\$ -
\$ 164,295	\$ 22,102	\$ 5,000	\$ 10,330	\$ -
\$ 17,527	\$ -	\$ -	\$ 946	\$ -
	\$ 48,174	\$ -	\$ 2,600	\$ -
				\$ 596,699
\$ -	\$ -	\$ -	\$ -	\$ 710,897
\$ 14,207,098	\$ 1,772,519	\$ 220,500	\$ 874,330	\$ 1,307,595
\$ 982,737	\$ 90,591	\$ 18,643	\$ 24,357	\$ -
\$ 113,379	\$ 26,738	\$ 5,169	\$ 8,747	\$ -
\$ 548,757	\$ 43,358	\$ 9,155	\$ 11,697	\$ -
\$ 446,317	\$ 28,941	\$ 5,288	\$ 7,446	\$ -
\$ 67,875	\$ 6,038	\$ -	\$ 2,246	\$ -
\$ -	\$ -	\$ -	\$ 12,656	\$ -
\$ 1,108,668	\$ 128,587	\$ 30,741	\$ 39,357	\$ -
\$ 1,438,530	\$ 112,359	\$ 19,965	\$ 25,214	\$ -
\$ 150,257	\$ 9,587	\$ 1,889	\$ 2,783	\$ -
\$ -	\$ -	\$ -	\$ 16,777	\$ -
\$ 10,409	\$ 7,006	\$ 1,282	\$ 1,508	\$ -

\$ -	\$ -	\$ -	\$ -	\$ 335,189
\$ 4,866,928	\$ 453,205	\$ 92,131	\$ 152,787	\$ 335,189
\$ 959,076	\$ 88,937	\$ 30,046	\$ 60,092	\$ -
\$ 286,997	\$ 26,221	\$ 8,980	\$ 17,960	\$ -
\$ 461,152	\$ 42,133	\$ 14,429	\$ 28,858	\$ -
\$ 293,581	\$ 26,823	\$ 9,186	\$ 18,372	\$ -
\$ 106,744	\$ 3,639	\$ 1,213	\$ 6,065	\$ -
\$ -	\$ 1,488	\$ -	\$ 24,811	\$ -
\$ 1,517,160	\$ 138,614	\$ 47,471	\$ 94,941	\$ -
\$ 965,889	\$ 88,248	\$ 30,222	\$ 60,444	\$ -
\$ 133,204	\$ 12,170	\$ 4,168	\$ 8,336	\$ -
\$ -	\$ 3,472	\$ -	\$ 57,894	\$ -
\$ 58,132	\$ 5,311	\$ 1,819	\$ 3,638	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 333,536
\$ 4,781,934	\$ 437,056	\$ 147,533	\$ 381,410	\$ 333,536
\$ 730,624	\$ 120,643	\$ 17,740	\$ 40,458	\$ -
\$ 125,543	\$ 29,769	\$ 5,257	\$ 12,092	\$ -
\$ 496,887	\$ 36,611	\$ 7,112	\$ 19,429	\$ -
\$ 489,463	\$ 23,854	\$ 10,225	\$ 12,369	\$ -
\$ 90,502	\$ 9,182	\$ -	\$ 4,012	\$ -
\$ -	\$ -	\$ -	\$ 16,508	\$ -
\$ 1,371,224	\$ 147,269	\$ 19,697	\$ 63,125	\$ -
\$ 1,325,891	\$ 106,338	\$ 12,566	\$ 44,074	\$ -
\$ 145,536	\$ 11,420	\$ 1,382	\$ 5,083	\$ -
\$ -	\$ -	\$ -	\$ 21,882	\$ -
\$ 17,388	\$ 7,092	\$ 800	\$ 2,665	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 320,987
\$ 4,793,058	\$ 492,178	\$ 74,778	\$ 241,698	\$ 320,987
\$ 883,359	\$ 156,240	\$ 60,092	\$ 60,092	\$ -
\$ 278,376	\$ 46,695	\$ 3,592	\$ 17,960	\$ -
\$ 422,056	\$ 72,145	\$ 35,056	\$ 28,858	\$ -
\$ 279,251	\$ 44,092	\$ 12,860	\$ 18,372	\$ -
\$ 95,827	\$ 15,163	\$ -	\$ 6,065	\$ -
\$ -	\$ -	\$ -	\$ 21,646	\$ -
\$ 1,471,589	\$ 227,859	\$ 37,976	\$ 94,941	\$ -
\$ 936,876	\$ 145,065	\$ 24,177	\$ 60,444	\$ -
\$ 122,534	\$ 21,673	\$ 8,336	\$ 8,336	\$ -
\$ -	\$ -	\$ -	\$ 50,507	\$ -
\$ 53,475	\$ 9,458	\$ 3,638	\$ 3,638	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 333,536
\$ 4,543,343	\$ 738,390	\$ 185,728	\$ 370,858	\$ 333,536
\$ 533,885	\$ 42,822	\$ 11,171	\$ 32,298	\$ -
\$ 137,659	\$ 9,306	\$ 3,608	\$ 8,662	\$ -
\$ 241,239	\$ 21,123	\$ 8,574	\$ 16,611	\$ -
\$ 278,041	\$ 14,851	\$ 5,759	\$ 13,637	\$ -
\$ 117,595	\$ 5,230	\$ 2,055	\$ 3,022	\$ -
\$ -	\$ -	\$ -	\$ 17,940	\$ -

\$ 786,599	\$ 96,804	\$ 14,281	\$ 56,697	\$ -
\$ 740,628	\$ 78,836	\$ 13,939	\$ 40,422	\$ -
\$ 139,966	\$ 14,509	\$ 2,174	\$ 7,693	\$ -
\$ -	\$ -	\$ -	\$ 23,781	\$ -
\$ 41,882	\$ 7,651	\$ 438	\$ 2,943	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 89,337
\$ -	\$ -	\$ -	\$ -	\$ 106,662
\$ 3,017,494	\$ 291,131	\$ 62,000	\$ 223,707	\$ 196,000
\$ 514,309	\$ 89,745	\$ 27,614	\$ 34,517	\$ -
\$ 137,928	\$ 24,068	\$ 7,406	\$ 9,257	\$ -
\$ 264,515	\$ 46,157	\$ 14,202	\$ 17,753	\$ -
\$ 224,701	\$ 39,210	\$ 12,064	\$ 15,081	\$ -
\$ 117,500	\$ 5,300	\$ 2,150	\$ 2,550	\$ -
\$ -	\$ -	\$ -	\$ 19,500	\$ -
\$ 917,253	\$ 160,057	\$ 49,248	\$ 61,561	\$ -
\$ 653,949	\$ 114,112	\$ 35,111	\$ 43,889	\$ -
\$ 124,451	\$ 21,716	\$ 6,682	\$ 8,352	\$ -
\$ -	\$ -	\$ -	\$ 45,500	\$ -
\$ 43,488	\$ 7,588	\$ 2,335	\$ 2,919	\$ -
\$ -	\$ -	\$ -		\$ 92,452
\$ -	\$ -	\$ -	\$ -	\$ 130,895
\$ 2,998,093	\$ 507,954	\$ 156,813	\$ 260,878	\$ 223,348
\$ 262,918	\$ 14,310	\$ 11,646	\$ 17,970	\$ -
\$ 109,937	\$ 15,455	\$ 3,378	\$ 5,430	\$ -
\$ 169,539	\$ 13,317	\$ 4,871	\$ 7,039	\$ -
\$ 187,570	\$ 14,024	\$ 11,299	\$ 26,375	\$ -
\$ 145,000	\$ 8,065	\$ 2,472	\$ 4,939	\$ -
\$ -	\$ -	\$ -	\$ 14,926	\$ -
\$ 595,088	\$ 91,241	\$ 12,684	\$ 30,722	\$ -
\$ 447,204	\$ 61,547	\$ 10,044	\$ 24,962	\$ -
\$ 139,469	\$ 18,651	\$ 2,331	\$ 6,079	\$ -
\$ -	\$ -	\$ -	\$ 19,786	\$ -
\$ 11,549	\$ 24	\$ 272	\$ 231	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 70,902
\$ -	\$ -	\$ -	\$ -	\$ 90,106
\$ 2,068,274	\$ 236,634	\$ 58,998	\$ 158,460	\$ 161,008
\$ 405,683	\$ 69,797	\$ 21,476	\$ 22,818	\$ -
\$ 122,585	\$ 21,091	\$ 6,489	\$ 6,895	\$ -
\$ 158,907	\$ 27,340	\$ 8,412	\$ 8,938	\$ -
\$ 172,528	\$ 29,683	\$ 9,133	\$ 9,704	\$ -
\$ 137,000	\$ 4,850	\$ 1,750	\$ 1,850	\$ -
\$ -	\$ -	\$ -	\$ 19,500	\$ -
\$ 689,603	\$ 118,645	\$ 36,506	\$ 38,788	\$ -
\$ 525,885	\$ 90,477	\$ 27,839	\$ 29,579	\$ -
\$ 126,756	\$ 21,808	\$ 6,710	\$ 7,130	\$ -
\$ -	\$ -	\$ -	\$ 45,500	\$ -
\$ 24,806	\$ 4,268	\$ 1,313	\$ 1,395	\$ -

\$ -	\$ -	\$ -	\$ -	\$ 71,732
\$ -	\$ -	\$ -	\$ -	\$ 102,009
\$ 2,363,753	\$ 387,957	\$ 119,629	\$ 192,097	\$ 173,741
\$ 266,151	\$ 57,788	\$ 10,163	\$ 13,421	\$ -
\$ 27,652	\$ 12,597	\$ 4,031	\$ 7,958	\$ -
\$ 119,569	\$ 11,971	\$ 8,948	\$ 6,468	\$ -
\$ 179,582	\$ 45,632	\$ 13,718	\$ 9,335	\$ -
\$ -	\$ -	\$ -	\$ 6,410	\$ -
\$ 553,372	\$ 118,409	\$ 17,463	\$ 24,726	\$ -
\$ 306,994	\$ 75,402	\$ 11,390	\$ 24,272	\$ -
\$ 116,407	\$ 29,350	\$ 4,471	\$ 9,611	\$ -
\$ -	\$ -	\$ -	\$ 8,497	\$ -
\$ 16,174	\$ -	\$ -	\$ -	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 51,812
\$ -	\$ -	\$ -	\$ -	\$ 91,955
\$ 1,585,900	\$ 351,149	\$ 70,184	\$ 110,699	\$ 143,767
\$ 296,087	\$ 47,060	\$ 19,608	\$ 19,608	\$ -
\$ 90,623	\$ 14,404	\$ 6,002	\$ 6,002	\$ -
\$ 140,054	\$ 22,260	\$ 9,275	\$ 9,275	\$ -
\$ 181,247	\$ 28,807	\$ 12,003	\$ 12,003	\$ -
\$ -	\$ -	\$ -	\$ 8,550	\$ -
\$ 534,318	\$ 87,881	\$ 35,152	\$ 35,152	\$ -
\$ 338,401	\$ 55,658	\$ 22,263	\$ 22,263	\$ -
\$ 136,793	\$ 22,499	\$ 9,000	\$ 9,000	\$ -
\$ -	\$ -	\$ -	\$ 19,950	\$ -
\$ 17,811	\$ 2,929	\$ 1,172	\$ 1,172	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 52,047
\$ -	\$ -	\$ -	\$ -	\$ 75,443
\$ 1,735,334	\$ 281,499	\$ 114,475	\$ 142,975	\$ 127,490
\$ 261,644	\$ 40,534	\$ -	\$ 9,251	\$ -
\$ 52,044	\$ 15,731	\$ 2,405	\$ 11,419	\$ -
\$ 114,156	\$ 22,157	\$ 3,252	\$ 10,782	\$ -
\$ 171,603	\$ 36,425	\$ 11,405	\$ 6,242	\$ -
\$ -	\$ -	\$ -	\$ 8,228	\$ -
\$ 546,112	\$ 96,653	\$ 4,902	\$ 18,299	\$ -
\$ 208,364	\$ 63,147	\$ 5,931	\$ 14,447	\$ -
\$ 129,680	\$ 23,792	\$ 1,239	\$ 7,088	\$ -
\$ -	\$ -	\$ -	\$ 10,907	\$ -
\$ 8,864	\$ -	\$ 1,600	\$ -	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 81,196
\$ -	\$ -	\$ -	\$ -	\$ 114,780
\$ 1,492,466	\$ 298,439	\$ 30,732	\$ 96,663	\$ 195,976
\$ 241,330	\$ 59,506	\$ -	\$ 23,141	\$ -
\$ 77,964	\$ 20,637	\$ 5,733	\$ 8,026	\$ -
\$ 127,577	\$ 33,770	\$ 9,381	\$ 13,133	\$ -
\$ 148,840	\$ 39,399	\$ 10,944	\$ 15,322	\$ -
\$ -	\$ -	\$ -	\$ 10,500	\$ -

\$ 440,709	\$ 116,658	\$ 32,405	\$ 45,367	\$ -
\$ 286,461	\$ 75,828	\$ 21,063	\$ 29,489	\$ -
\$ 111,376	\$ 29,482	\$ 8,189	\$ 11,465	\$ -
\$ -	\$ -	\$ -	\$ 24,500	\$ -
\$ 9,181	\$ -	\$ 1,620	\$ -	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 64,668
\$ -	\$ -	\$ -	\$ -	\$ 95,134
\$ 1,443,437	\$ 375,280	\$ 89,335	\$ 180,942	\$ 159,802
\$ 46,485	\$ 83,305	\$ 6,009	\$ 9,014	
\$ 21,023	\$ 40,611	\$ -	\$ -	
\$ 779,411	\$ 169,645	\$ 7,273	\$ 10,629	
\$ 385,889	\$ 36,399	\$ 10,063	\$ 14,852	
\$ 421,441	\$ 84,635	\$ 13,050	\$ 16,680	
\$ -	\$ 163,736	\$ -	\$ -	
\$ -	\$ -	\$ -	\$ 5,048	
\$ 1,423,361	\$ 180,223	\$ 25,326	\$ 34,122	
\$ 1,218,101	\$ 119,309	\$ 32,024	\$ 60,562	
\$ 170,569	\$ 34,353	\$ 3,557	\$ 4,259	
\$ 1,151,238	\$ 168,054	\$ 27,943	\$ 40,848	
\$ 163,317	\$ 5,633	\$ -	\$ -	
\$ -	\$ 10,393	\$ 1,861	\$ -	
\$ -	\$ -	\$ -	\$ 9,499	
				\$ 472,850
\$ 5,780,837	\$ 1,096,295	\$ 127,105	\$ 205,512	\$ 472,850
\$ 287,640	\$ 90,000	\$ 25,000	\$ 25,000	
\$ 50,000	\$ 25,050	\$ 30,000	\$ 5,000	
\$ 530,728	\$ 120,000	\$ 50,000	\$ 54,734	
\$ 219,290	\$ 50,000	\$ 35,000	\$ 35,000	
\$ 506,626	\$ 50,000	\$ 40,000	\$ 35,000	
\$ 140,060	\$ 4,169	\$ 3,000	\$ 443	
\$ -	\$ -	\$ -	\$ 13,500	
\$ 947,926	\$ 160,000	\$ 80,000	\$ 55,505	
\$ 1,228,822	\$ 185,264	\$ 50,357	\$ 90,000	
\$ 179,082	\$ 25,115	\$ 35,000	\$ 13,000	
\$ 1,190,162	\$ 161,287	\$ 60,000	\$ 85,000	
\$ 175,000	\$ 11,000	\$ 18,343	\$ 11,500	
\$ -	\$ 60,973	\$ 10,000	\$ 3,812	
\$ -	\$ -	\$ -	\$ 15,000	
				\$ 324,275
\$ 5,455,336	\$ 942,857	\$ 436,700	\$ 442,493	\$ 324,275
\$ 124,887	\$ 100,140	\$ 1,440	\$ 20,096	
\$ 7,460	\$ 22,838	\$ 18,408	\$ -	
\$ 578,331	\$ 220,461	\$ 2,652	\$ 36,893	
\$ 412,772	\$ 36,849	\$ 1,663	\$ 16,439	
\$ 453,522	\$ 81,741	\$ 32,316	\$ 30,532	
\$ -	\$ 129,199	\$ -	\$ 529	

\$ -	\$ -	\$ -	\$ -	
\$ -	\$ -	\$ 36,513	\$ -	
\$ 867,053	\$ 163,746	\$ -	\$ 61,919	
\$ -	\$ -	\$ 21,636	\$ -	
\$ 1,207,488	\$ 124,426	\$ 99	\$ 75,473	
\$ 156,158	\$ 69,350	\$ -	\$ 11,737	
\$ 1,230,660	\$ 102,124	\$ -	\$ 71,527	
\$ 120,182	\$ 10,048	\$ 2,104	\$ 7,351	
\$ -	\$ 18,857	\$ 1,628	\$ -	
\$ -	\$ -	\$ -	\$ -	
\$ -	\$ -	\$ 56,026	\$ -	
				\$ 472,193
\$ 5,158,512	\$ 1,079,779	\$ 174,485	\$ 332,495	\$ 472,193
\$ 287,640	\$ 90,000	\$ 11,300	\$ 25,000	
\$ 50,000	\$ 25,050	\$ 30,000	\$ 5,000	
\$ 530,728	\$ 120,000	\$ 22,700	\$ 54,734	
\$ 219,290	\$ 50,000	\$ 15,900	\$ 35,000	
\$ 506,626	\$ 50,000	\$ 18,100	\$ 35,000	
\$ 140,060	\$ 4,169	\$ 3,000	\$ 443	
\$ -	\$ -	\$ -	\$ 13,500	
\$ -	\$ -	\$ 82,000	\$ -	
\$ 947,926	\$ 160,000	\$ 37,000	\$ 55,505	
\$ -	\$ -	\$ 43,000	\$ -	
\$ 1,228,822	\$ 185,264	\$ 23,357	\$ 90,000	
\$ 179,082	\$ 25,115	\$ 19,000	\$ 13,000	
\$ 1,190,162	\$ 161,287	\$ 28,000	\$ 85,000	
\$ 175,000	\$ 11,000	\$ 18,343	\$ 11,500	
\$ -	\$ 60,973	\$ 10,000	\$ 3,812	
\$ -	\$ -	\$ -	\$ 15,000	
\$ -	\$ -	\$ 75,000	\$ -	
				\$ 425,897
\$ 5,455,336	\$ 942,857	\$ 436,700	\$ 442,493	\$ 425,897
\$ 116,351	\$ 114,828	\$ 1,138	\$ 5,732	
\$ 264,934	\$ 161,239	\$ 3,522	\$ 18,650	
\$ 185,965	\$ 45,293	\$ 1,689	\$ 7,518	
\$ 294,426	\$ 73,976	\$ 2,619	\$ 8,345	
\$ 14,767	\$ 149,926	\$ -	\$ 2,039	
\$ -	\$ -	\$ -	\$ -	
\$ -	\$ -	\$ 24,488	\$ -	
\$ 642,145	\$ 234,867	\$ 15,197	\$ 28,844	
\$ -	\$ -	\$ 15,663	\$ -	
\$ 945,226	\$ 154,356	\$ 18	\$ 34,619	
\$ 184,346	\$ 49,012	\$ 487	\$ 8,806	
\$ 708,446	\$ 91,362	\$ 367	\$ 27,612	
\$ 45,885	\$ 4,827	\$ -	\$ 3,213	
\$ -	\$ 17,063	\$ 3,305	\$ -	
\$ -	\$ -	\$ -	\$ -	

\$ -	\$ -	\$ 41,276	\$ -	
				\$ 154,678
				\$ 148,322
\$ 3,402,491	\$ 1,096,750	\$ 109,769	\$ 145,378	\$ 303,000
\$ 84,776	\$ 83,347	\$ 6,420	\$ 12,740	
\$ 437,073	\$ 165,671	\$ 26,627	\$ 34,829	
\$ 180,250	\$ 61,564	\$ 13,530	\$ 19,165	
\$ 191,525	\$ 84,184	\$ 9,298	\$ 18,320	
\$ 160,000	\$ 5,114	\$ -	\$ 12,371	
\$ -	\$ -	\$ -	\$ -	
\$ -	\$ -	\$ 26,400	\$ -	
\$ 628,968	\$ 241,595	\$ 16,319	\$ 40,247	
\$ -	\$ -	\$ 7,800	\$ -	
\$ 811,894	\$ 280,698	\$ 22,478	\$ 61,972	
\$ 135,000	\$ 54,729	\$ 4,211	\$ 11,019	
\$ 700,000	\$ 173,575	\$ 21,191	\$ 51,318	
\$ 64,698	\$ 19,691	\$ 4,688	\$ 4,688	
\$ -	\$ 61,892	\$ 2,800	\$ 4,317	
\$ -	\$ -	\$ -	\$ -	
\$ -	\$ -	\$ 25,800	\$ -	
				\$ 148,864
				\$ 146,969
\$ 3,394,184	\$ 1,232,059	\$ 187,563	\$ 270,985	\$ 295,833
\$ 87,462	\$ 60,410	\$ 2,316	\$ 5,319	
\$ 126,501	\$ 111,026	\$ 8,060	\$ 19,798	
\$ 126,024	\$ 43,341	\$ 8,864	\$ 13,848	
\$ 199,317	\$ 70,698	\$ 9,437	\$ 14,700	
\$ 1,905	\$ 204,270	\$ -	\$ -	
\$ -	\$ -	\$ -	\$ -	
\$ 451,291	\$ 110,792	\$ 9,944	\$ 28,990	
\$ 433,592	\$ 146,015	\$ 14,320	\$ 27,523	
\$ 150,756	\$ 41,515	\$ 3,076	\$ 8,554	
\$ 633,055	\$ 51,675	\$ 10,971	\$ 26,366	
\$ -	\$ 24,596	\$ 2,509	\$ -	
\$ -	\$ -	\$ -	\$ -	
				\$ 111,565
				\$ 119,615
\$ 2,209,902	\$ 864,339	\$ 69,499	\$ 145,099	\$ 231,180
\$ 68,670	\$ 70,876	\$ 4,300	\$ 8,804	
\$ 254,912	\$ 118,567	\$ 12,521	\$ 22,490	
\$ 141,000	\$ 54,805	\$ 14,477	\$ 13,000	
\$ 148,677	\$ 64,326	\$ 10,502	\$ 11,887	
\$ 160,000	\$ 122,000	\$ -	\$ 2,543	
\$ -	\$ -	\$ -	\$ -	
\$ 483,565	\$ 147,895	\$ 11,865	\$ 28,147	
\$ 667,750	\$ 212,376	\$ 24,880	\$ 49,410	
\$ 135,000	\$ 52,965	\$ 6,611	\$ 11,019	

\$ 569,000	\$ 116,522	\$ 17,444	\$ 37,220	
\$ -	\$ 29,200	\$ 4,000	\$ 4,169	
\$ -	\$ -	\$ -	\$ -	
				\$ 114,758
				\$ 113,859
\$ 2,628,574	\$ 989,532	\$ 106,600	\$ 188,689	\$ 228,617
\$ 44,553	\$ 32,485	\$ 1,791	\$ 9,106	
\$ 79,937	\$ 91,047	\$ 5,924	\$ 5,314	
\$ 82,378	\$ 43,967	\$ 6,059	\$ 3,545	
\$ 103,765	\$ 49,685	\$ 6,095	\$ 3,592	
\$ -	\$ -	\$ -	\$ -	
\$ 248,165	\$ 67,418	\$ 7,144	\$ 9,551	
\$ 571,827	\$ 81,732	\$ 10,838	\$ 14,267	
\$ 291,425	\$ 27,037	\$ 8,680	\$ 14,123	
\$ 651,855	\$ 43,283	\$ 7,799	\$ 20,336	
\$ -	\$ 14,612	\$ -	\$ -	
\$ -	\$ -	\$ -	\$ -	
				\$ 54,776
				\$ 124,017
\$ 2,073,906	\$ 451,267	\$ 54,330	\$ 79,834	\$ 178,793
\$ 20,000	\$ 95,850	\$ 1,390	\$ 6,550	
\$ 52,000	\$ 214,315	\$ 4,950	\$ 14,750	
\$ 26,000	\$ 141,767	\$ 12,752	\$ 10,000	
\$ 24,000	\$ 146,793	\$ 12,551	\$ 10,000	
\$ -	\$ -	\$ -	\$ -	
\$ 64,000	\$ 419,200	\$ 2,956	\$ 27,061	
\$ 66,000	\$ 645,861	\$ 15,069	\$ 40,000	
\$ 40,000	\$ 375,546	\$ 14,565	\$ 23,826	
\$ 50,000	\$ 551,340	\$ 15,000	\$ 37,460	
\$ 5,000	\$ 40,000	\$ -	\$ -	
\$ -	\$ -	\$ -	\$ -	
				\$ 76,708
				\$ 111,721
\$ 347,000	\$ 2,630,673	\$ 79,233	\$ 169,647	\$ 188,430
\$ 74,267	\$ 71,529	\$ -	\$ 10,419	
\$ 127,982	\$ 99,882	\$ 753	\$ 5,738	
\$ 130,859	\$ 46,892	\$ 4,998	\$ 2,510	
\$ 97,480	\$ 38,310	\$ 3,278	\$ 2,152	
\$ -	\$ 10,849	\$ -	\$ -	
\$ -	\$ -	\$ 6,860	\$ -	
\$ 241,021	\$ 89,818	\$ -	\$ 5,738	
\$ 487,380	\$ 139,358	\$ 319	\$ 14,939	
\$ 99,351	\$ 11,388	\$ 87	\$ 2,869	
\$ 399,976	\$ 63,546	\$ 234	\$ 5,738	
\$ -	\$ -	\$ -	\$ -	
\$ -	\$ 14,223	\$ -	\$ -	
\$ -	\$ -	\$ 7,721	\$ -	

				\$ 108,833
				\$ 135,339
\$ 1,658,315	\$ 585,794	\$ 24,249	\$ 50,104	\$ 244,173
\$ 104,047	\$ 37,954	\$ 1,700	\$ 8,500	
\$ 286,471	\$ 90,708	\$ 11,226	\$ 25,047	
\$ 110,000	\$ 57,610	\$ 16,579	\$ 10,500	
\$ 80,000	\$ 55,028	\$ 3,722	\$ 7,076	
\$ -	\$ 7,500	\$ -	\$ -	
\$ -	\$ -	\$ 20,000	\$ -	
\$ -	\$ 2,000	\$ -	\$ -	
\$ 291,530	\$ 90,422	\$ 4,514	\$ 26,460	
\$ 484,869	\$ 123,705	\$ 7,115	\$ 49,051	
\$ 104,578	\$ 65,604	\$ 6,000	\$ 10,994	
\$ 327,250	\$ 68,000	\$ 4,550	\$ 18,200	
\$ -	\$ 2,000	\$ -	\$ -	
\$ -	\$ 7,500	\$ -	\$ -	
\$ -	\$ -	\$ 10,000	\$ -	
				\$ 112,105
				\$ 108,219
\$ 1,788,746	\$ 608,031	\$ 85,407	\$ 155,828	\$ 220,324
\$ 580,981	\$ 42,482	\$ 6,769	\$ 12,951	\$ -
\$ 160,993	\$ 26,722	\$ 3,127	\$ 560	\$ -
\$ 991,135	\$ 59,978	\$ 13,323	\$ 13,407	\$ -
\$ 985,916	\$ 109,994	\$ 14,076	\$ 3,310	\$ -
\$ -	\$ -	\$ -	\$ 3,542	\$ -
\$ 90,386	\$ 25,263	\$ 1,455	\$ 480	\$ -
\$ 291,395	\$ 98,190	\$ 4,970	\$ 1,596	\$ -
\$ 389,305	\$ 33,030	\$ 5,440	\$ 1,853	\$ -
\$ 6,874	\$ 98	\$ 92	\$ 31	\$ -
\$ -	\$ -	\$ -	\$ 8,264	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 206,546
\$ 3,496,985	\$ 395,757	\$ 49,252	\$ 45,993	\$ 206,546
\$ 594,171	\$ 119,223	\$ 19,343	\$ 30,091	\$ -
\$ 339,526	\$ 93,608	\$ 19,343	\$ 30,091	\$ -
\$ 451,008	\$ 103,972	\$ 19,343	\$ 30,091	\$ -
\$ 534,929	\$ 156,195	\$ 25,000	\$ 30,091	\$ -
\$ -	\$ -	\$ -	\$ 6,000	\$ -
\$ 76,804	\$ 21,315	\$ 13,838	\$ 30,091	\$ -
\$ 357,687	\$ 101,159	\$ 13,838	\$ 30,091	\$ -
\$ 415,380	\$ 91,696	\$ 13,838	\$ 30,091	\$ -
\$ 25,000	\$ 20,588	\$ 13,838	\$ -	\$ -
\$ -	\$ 5,000	\$ -	\$ -	\$ -
\$ -	\$ -	\$ -	\$ 14,000	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 196,686
\$ 2,794,505	\$ 712,756	\$ 138,381	\$ 230,637	\$ 196,686
\$ 605,446	\$ 51,379	\$ 6,800	\$ 13,770	\$ -

\$ 110,104	\$ 28,378	\$ 1,355	\$ 1,885	\$ -
\$ 655,705	\$ 62,430	\$ 7,433	\$ 14,650	\$ -
\$ 739,731	\$ 107,282	\$ 12,273	\$ 11,935	\$ -
\$ -	\$ -	\$ -	\$ 3,116	\$ -
\$ 212,180	\$ 27,001	\$ 2,952	\$ 4,211	\$ -
\$ 266,309	\$ 69,442	\$ 3,913	\$ 5,689	\$ -
\$ 335,006	\$ 37,090	\$ 4,529	\$ 6,584	\$ -
\$ 7,444	\$ 107	\$ 859	\$ 152	\$ -
\$ -	\$ -	\$ -	\$ 7,271	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 223,781
\$ 2,931,925	\$ 383,110	\$ 40,113	\$ 69,264	\$ 223,781
\$ 594,171	\$ 119,223	\$ 19,343	\$ 30,091	\$ -
\$ 339,526	\$ 93,608	\$ 19,343	\$ 30,091	\$ -
\$ 451,008	\$ 103,972	\$ 19,343	\$ 30,091	\$ -
\$ 534,929	\$ 156,195	\$ 25,000	\$ 30,091	\$ -
\$ -	\$ -	\$ -	\$ 6,000	\$ -
\$ 76,804	\$ 21,315	\$ 13,838	\$ 30,091	\$ -
\$ 357,687	\$ 101,159	\$ 13,838	\$ 30,091	\$ -
\$ 415,380	\$ 91,696	\$ 13,838	\$ 30,091	\$ -
\$ 25,000	\$ 20,588	\$ 13,838	\$ -	\$ -
\$ -	\$ 5,000	\$ -	\$ -	\$ -
\$ -	\$ -	\$ -	\$ 14,000	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 240,394
\$ 2,794,505	\$ 712,756	\$ 138,381	\$ 230,637	\$ 240,394
\$ 423,481	\$ 41,073	\$ 8,336	\$ 15,067	\$ -
\$ 125,464	\$ 35,427	\$ 3,784	\$ 4,166	\$ -
\$ 407,689	\$ 68,595	\$ 11,200	\$ 15,274	\$ -
\$ 374,165	\$ 93,167	\$ 10,149	\$ 12,182	\$ -
\$ -	\$ -	\$ -	\$ 3,405	\$ -
\$ 185,168	\$ 26,543	\$ 4,736	\$ 5,621	\$ -
\$ 249,869	\$ 49,012	\$ 5,830	\$ 7,786	\$ -
\$ 165,827	\$ 35,079	\$ 3,901	\$ 5,210	\$ -
\$ 13,720	\$ 355	\$ 803	\$ 402	\$ -
\$ -	\$ -	\$ -	\$ 7,944	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 98,493
\$ -	\$ -	\$ -	\$ -	\$ 45,487
\$ 1,945,384	\$ 349,251	\$ 48,738	\$ 77,058	\$ 143,980
\$ 383,053	\$ 50,695	\$ 8,862	\$ 17,996	\$ -
\$ 136,763	\$ 41,046	\$ 8,762	\$ 17,793	\$ -
\$ 519,816	\$ 52,840	\$ 9,237	\$ 18,758	\$ -
\$ 394,214	\$ 93,650	\$ 25,858	\$ 17,658	\$ -
\$ -	\$ 2,190	\$ -	\$ 3,810	\$ -
\$ 103,998	\$ 20,314	\$ 6,984	\$ 14,244	\$ -
\$ 363,005	\$ 75,640	\$ 8,668	\$ 17,680	\$ -
\$ 251,531	\$ 67,986	\$ 8,765	\$ 17,877	\$ -
\$ 26,092	\$ 23,483	\$ 10,919	\$ -	\$ -
\$ -	\$ 5,000	\$ -	\$ -	\$ -

\$ -	\$ 5,109	\$ -	\$ 8,891	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 75,362
\$ -	\$ -	\$ -	\$ -	\$ 44,420
\$ 2,178,473	\$ 437,952	\$ 88,055	\$ 134,707	\$ 119,782
\$ 248,970	\$ 49,424	\$ 7,079	\$ 11,063	\$ -
\$ 70,429	\$ 51,469	\$ 2,089	\$ 3,337	\$ -
\$ 272,410	\$ 54,135	\$ 6,368	\$ 11,929	\$ -
\$ 262,655	\$ 93,428	\$ 9,294	\$ 23,697	\$ -
\$ -	\$ -	\$ -	\$ 3,191	\$ -
\$ 93,772	\$ 24,022	\$ 2,380	\$ 3,472	\$ -
\$ 160,393	\$ 49,684	\$ 3,986	\$ 7,142	\$ -
\$ 224,665	\$ 41,004	\$ 5,181	\$ 7,376	\$ -
\$ -	\$ 968	\$ 12	\$ 17	\$ -
\$ 6,591	\$ 193	\$ 139	\$ 198	\$ -
\$ -	\$ -	\$ -	\$ 7,446	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 72,008
\$ -	\$ -	\$ -	\$ -	\$ 38,555
\$ 1,339,885	\$ 364,326	\$ 36,529	\$ 78,869	\$ 110,563
\$ 261,045	\$ 50,887	\$ 4,764	\$ 13,728	\$ -
\$ 111,315	\$ 61,007	\$ 4,764	\$ 13,728	\$ -
\$ 177,631	\$ 50,887	\$ 4,764	\$ 13,728	\$ -
\$ 278,595	\$ 76,721	\$ 25,000	\$ 13,728	\$ -
\$ -	\$ 2,085	\$ -	\$ 3,915	\$ -
\$ 92,992	\$ 25,443	\$ 6,549	\$ 13,728	\$ -
\$ 205,688	\$ 50,887	\$ 6,549	\$ 13,728	\$ -
\$ 168,290	\$ 50,887	\$ 6,549	\$ 13,728	\$ -
\$ 20,000	\$ 18,028	\$ 6,549	\$ -	\$ -
\$ -	\$ 5,000	\$ -	\$ -	\$ -
\$ -	\$ -	\$ 4,866	\$ 9,134	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 75,362
\$ -	\$ -	\$ -	\$ -	\$ 44,420
\$ 1,315,556	\$ 391,833	\$ 70,351	\$ 109,143	\$ 119,782
\$ 212,248	\$ 28,439	\$ 1,505	\$ 3,358	\$ -
\$ 60,396	\$ 50,775	\$ 743	\$ 4,159	\$ -
\$ 80,945	\$ 45,971	\$ 832	\$ 2,933	\$ -
\$ 168,789	\$ 97,019	\$ 8,066	\$ 834	\$ -
\$ -	\$ -	\$ -	\$ 2,540	\$ -
\$ 107,549	\$ 30,105	\$ 1,245	\$ 1,543	\$ -
\$ 141,113	\$ 62,578	\$ 1,485	\$ 6,862	\$ -
\$ 164,803	\$ 43,155	\$ 1,282	\$ 671	\$ -
\$ -	\$ 1,980	\$ 8	\$ 4	\$ -
\$ 20,338	\$ 1,049	\$ 141	\$ 74	\$ -
\$ -	\$ -	\$ -	\$ 5,928	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 53,361
\$ -	\$ -	\$ -	\$ -	\$ 33,111
\$ 956,181	\$ 361,070	\$ 15,306	\$ 28,906	\$ 86,471
\$ 213,623	\$ 28,518	\$ 3,964	\$ 10,637	\$ -

\$ 74,490	\$ 46,067	\$ 3,964	\$ 10,637	\$ -
\$ 137,807	\$ 34,856	\$ 3,964	\$ 10,637	\$ -
\$ 160,154	\$ 93,000	\$ 10,000	\$ 10,637	\$ -
\$ -	\$ -	\$ -	\$ 3,000	\$ -
\$ 91,945	\$ 37,161	\$ 3,964	\$ 10,637	\$ -
\$ 158,319	\$ 37,161	\$ 3,964	\$ 10,637	\$ -
\$ 126,656	\$ 37,161	\$ 3,964	\$ 10,637	\$ -
\$ 31,664	\$ 4,894	\$ -	\$ -	\$ -
\$ -	\$ -	\$ -	\$ 7,000	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 55,923
\$ -	\$ -	\$ -	\$ -	\$ 36,979
\$ 994,658	\$ 318,818	\$ 33,784	\$ 84,459	\$ 92,902
\$ 218,191	\$ 29,430	\$ 1,686	\$ 6,836	\$ -
\$ 59,943	\$ 48,367	\$ 664	\$ 6,274	\$ -
\$ 122,976	\$ 50,305	\$ 1,111	\$ 5,422	\$ -
\$ 137,262	\$ 88,744	\$ 6,567	\$ 3,403	\$ -
\$ -	\$ -	\$ -	\$ 2,271	\$ -
\$ 131,278	\$ 39,453	\$ 1,339	\$ 2,647	\$ -
\$ 170,350	\$ 60,070	\$ 1,432	\$ 3,520	\$ -
\$ 56,815	\$ 38,979	\$ 558	\$ 1,371	\$ -
\$ 14,807	\$ 1,862	\$ 110	\$ 271	\$ -
\$ -	\$ 1,137	\$ 5	\$ 12	\$ -
\$ -	\$ -	\$ -	\$ 5,300	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 77,985
\$ -	\$ -	\$ -	\$ -	\$ 40,045
\$ 911,623	\$ 358,347	\$ 13,472	\$ 37,327	\$ 118,029
\$ 198,345	\$ 26,835	\$ 1,332	\$ 9,876	\$ -
\$ 71,508	\$ 39,371	\$ 1,332	\$ 9,876	\$ -
\$ 128,289	\$ 49,836	\$ 1,332	\$ 9,876	\$ -
\$ 157,742	\$ 87,672	\$ 25,000	\$ 19,752	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ 97,396	\$ 29,055	\$ 1,332	\$ 11,031	\$ -
\$ 139,406	\$ 58,111	\$ 1,332	\$ 11,031	\$ -
\$ 139,406	\$ 29,055	\$ 1,332	\$ 11,031	\$ -
\$ 30,979	\$ 4,614	\$ -	\$ -	\$ -
\$ -	\$ -	\$ -	\$ -	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 74,070
\$ -	\$ -	\$ -	\$ -	\$ 49,639
\$ 963,071	\$ 324,549	\$ 32,992	\$ 82,473	\$ 123,709
\$ 1,479,298	\$ 98,872	\$ 23,862	\$ 33,889	\$ -
\$ 474,678	\$ 43,421	\$ 12,517	\$ 17,682	\$ -
\$ 1,187,733	\$ 46,143	\$ 19,302	\$ 18,864	\$ -
\$ 752,615	\$ 41,166	\$ 12,415	\$ 17,538	\$ -
\$ 196,874	\$ 13,979	\$ -	\$ 5,330	\$ -
\$ 1,549,622	\$ 130,607	\$ 63,087	\$ 44,964	\$ -
\$ 1,331,792	\$ 92,025	\$ 56,998	\$ 39,890	\$ -

\$ 10,982	\$ 4,497	\$ 2,384	\$ 1,778	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 454,900
\$ 6,983,596	\$ 470,710	\$ 190,565	\$ 179,934	\$ 454,900
\$ 1,204,812	\$ 86,005	\$ 74,142	\$ 74,142	\$ -
\$ 710,685	\$ 50,732	\$ 43,734	\$ 43,734	\$ -
\$ 836,842	\$ 59,738	\$ 51,498	\$ 51,498	\$ -
\$ 783,548	\$ 55,933	\$ 48,218	\$ 48,218	\$ -
\$ 233,183	\$ 16,646	\$ 14,350	\$ 14,350	\$ -
\$ 1,779,924	\$ 127,059	\$ 109,534	\$ 109,534	\$ -
\$ 1,466,675	\$ 104,698	\$ 90,257	\$ 90,257	\$ -
\$ 71,455	\$ 5,101	\$ 4,397	\$ 4,397	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 479,744
\$ 7,087,125	\$ 505,912	\$ 436,131	\$ 436,131	\$ 479,744
\$ 1,465,382	\$ 85,331	\$ 52,060	\$ 59,551	\$ -
\$ 566,967	\$ 46,118	\$ 28,476	\$ 31,071	\$ -
\$ 1,086,344	\$ 42,522	\$ 29,437	\$ 33,150	\$ -
\$ 813,998	\$ 44,300	\$ 29,609	\$ 30,819	\$ -
\$ 262,501	\$ 13,662	\$ -	\$ 10,195	\$ -
\$ 1,326,076	\$ 130,106	\$ 74,907	\$ 72,647	\$ -
\$ 1,844,251	\$ 111,690	\$ 62,019	\$ 56,281	\$ -
\$ 11,299	\$ 6,959	\$ 2,647	\$ 3,216	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 440,944
\$ 7,376,817	\$ 480,688	\$ 279,154	\$ 296,929	\$ 440,944
\$ 1,337,800	\$ 117,351	\$ 83,822	\$ 83,822	\$ -
\$ 736,226	\$ 43,734	\$ 26,241	\$ 43,734	\$ -
\$ 765,846	\$ 46,658	\$ 46,658	\$ 46,658	\$ -
\$ 728,671	\$ 43,378	\$ 26,027	\$ 43,378	\$ -
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\$ 71,938	\$ 6,156	\$ 2,638	\$ 4,397	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 479,744
\$ 7,271,553	\$ 462,809	\$ 305,261	\$ 436,131	\$ 479,744
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\$ 373,291	\$ 14,141	\$ 14,080	\$ 19,114	\$ -
\$ 770,798	\$ 24,448	\$ 39,147	\$ 46,986	\$ -
\$ 771,368	\$ 31,231	\$ 39,333	\$ 41,962	\$ -
\$ 235,701	\$ 9,376	\$ 3,913	\$ 7,559	\$ -
\$ 1,432,916	\$ 164,829	\$ 76,876	\$ 102,659	\$ -
\$ 1,169,248	\$ 88,249	\$ 54,071	\$ 60,783	\$ -
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\$ -	\$ -	\$ -	\$ -	\$ 160,485
\$ 6,261,491	\$ 388,455	\$ 271,964	\$ 340,446	\$ 423,421
\$ 1,061,377	\$ 85,172	\$ 58,965	\$ 65,517	\$ -
\$ 341,294	\$ 27,388	\$ 18,961	\$ 21,068	\$ -
\$ 833,780	\$ 67,324	\$ 51,788	\$ 51,788	\$ -

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\$ 6,235,738	\$ 494,244	\$ 361,281	\$ 385,395	\$ 423,934
\$ 838,637	\$ 52,834	\$ 24,892	\$ 39,804	\$ -
\$ 202,150	\$ 13,669	\$ 3,832	\$ 6,772	\$ -
\$ 557,225	\$ 50,509	\$ 37,895	\$ 25,085	\$ -
\$ 1,097,595	\$ 36,591	\$ 21,750	\$ 48,542	\$ -
\$ 230,000	\$ 14,604	\$ 5,376	\$ 10,495	\$ -
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\$ 617,564	\$ 49,865	\$ 38,358	\$ 38,358	\$ -
\$ 884,256	\$ 70,959	\$ 49,125	\$ 54,584	\$ -
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\$ 182,276	\$ 20,856	\$ 6,272	\$ 8,812	\$ -
\$ 880,781	\$ 126,941	\$ 36,700	\$ 52,468	\$ -
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\$ 24,633	\$ -	\$ -	\$ -	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 126,052
\$ -	\$ -	\$ -	\$ -	\$ 111,093
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\$ 68,000	\$ 33,000	\$ 16,000	\$ 14,000	\$ -
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\$ -	\$ -	\$ -	\$ -	\$ 165,033
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\$ 382,122	\$ 54,356	\$ 9,950	\$ 20,371	\$ -
\$ 846,206	\$ 79,279	\$ 15,349	\$ 23,055	\$ -
\$ 204,888	\$ 23,173	\$ 4,952	\$ 9,300	\$ -
\$ 1,211,994	\$ 88,962	\$ 12,283	\$ 38,587	\$ -
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\$ 18,070	\$ -	\$ 6,000	\$ -	\$ -
\$ -	\$ -	\$ -	\$ -	\$ 246,714
\$ -	\$ -	\$ -	\$ -	\$ 190,591
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\$ 65,450	\$ 7,650	\$ 5,100	\$ 5,100	\$ -
\$ 497,278	\$ 58,123	\$ 38,749	\$ 38,749	\$ -
\$ 766,150	\$ 89,550	\$ 59,700	\$ 59,700	\$ -
\$ 229,460	\$ 26,820	\$ 17,880	\$ 17,880	\$ -
\$ 1,145,760	\$ 133,920	\$ 89,280	\$ 89,280	\$ -
\$ 916,300	\$ 107,100	\$ 71,400	\$ 71,400	\$ -
\$ 19,000	\$ -	\$ 6,000	\$ -	\$ -
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\$ -	\$ -	\$ -	\$ -	\$ 216,240
\$ 4,382,248	\$ 503,713	\$ 288,109	\$ 335,809	\$ 449,745
\$ 41,450	\$ 51,880	\$ 4,011	\$ 7,733	
\$ 359,705	\$ 66,204	\$ 3,261	\$ 6,287	
\$ 271,624	\$ 25,867	\$ 6,370	\$ 12,281	
\$ -	\$ 25,317	\$ -	\$ -	
\$ 275,309	\$ 80,760	\$ 7,081	\$ 13,651	
\$ 304,567	\$ 50,589	\$ 11,680	\$ 24,727	
\$ 278,219	\$ 149,773	\$ 7,376	\$ 13,523	
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\$ 1,530,875	\$ 453,534	\$ 40,368	\$ 78,203	\$ 128,222
\$ 143,310	\$ 33,495	\$ 10,000	\$ 11,000	
\$ 146,934	\$ 35,000	\$ 12,000	\$ 11,000	
\$ 265,211	\$ 29,819	\$ 14,800	\$ 17,500	
\$ 60,606	\$ 2,000	\$ 200	\$ 1,000	
\$ 303,667	\$ 48,985	\$ 15,000	\$ 20,650	
\$ 587,485	\$ 45,808	\$ 23,100	\$ 37,000	
\$ 307,152	\$ 40,000	\$ 12,000	\$ 24,000	
\$ -	\$ 17,067	\$ 1,000	\$ 500	
				\$ 133,615

\$ 1,814,365	\$ 252,174	\$ 88,100	\$ 122,650	\$ 133,615
\$ 37,700	\$ 64,052	\$ 147	\$ 15,528	
\$ 190,509	\$ 42,002	\$ 1,645	\$ 16,178	
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\$ 295,418	\$ 59,859	\$ -	\$ 30,371	
\$ -	\$ -	\$ 6,848	\$ -	
\$ 214,269	\$ 71,415	\$ -	\$ 54,201	
\$ 323,236	\$ 136,089	\$ -	\$ 29,686	
\$ -	\$ -	\$ 20,396	\$ -	
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\$ 1,343,025	\$ 465,591	\$ 44,746	\$ 171,199	\$ 69,339
\$ 143,310	\$ 31,767	\$ 6,500	\$ 11,000	
\$ 146,934	\$ 33,080	\$ 7,800	\$ 11,000	
\$ 265,211	\$ 26,939	\$ 8,500	\$ 17,500	
\$ 60,606	\$ 2,000	\$ 200	\$ 1,000	
\$ -	\$ -	\$ 14,000	\$ -	
\$ 303,667	\$ 45,529	\$ 12,000	\$ 20,650	
\$ -	\$ -	\$ 3,000	\$ -	
\$ 587,485	\$ 40,048	\$ 14,500	\$ 37,000	
\$ 307,152	\$ 36,544	\$ 7,600	\$ 24,000	
\$ -	\$ -	\$ 13,000	\$ -	
\$ -	\$ 17,067	\$ 1,000	\$ 500	
				\$ 133,615
\$ 1,814,365	\$ 232,974	\$ 88,100	\$ 122,650	\$ 133,615
\$ 80,498	\$ 52,817	\$ 235	\$ 5,982	
\$ 123,184	\$ 45,155	\$ 1,082	\$ 6,706	
\$ 315,451	\$ 20,790	\$ 5,596	\$ 9,859	
\$ 6,081	\$ 67,065	\$ -	\$ 920	
\$ -	\$ -	\$ 11,811	\$ -	
\$ 287,733	\$ 39,994	\$ -	\$ 13,546	
\$ -	\$ -	\$ 6,194	\$ -	
\$ 445,202	\$ 71,623	\$ 794	\$ 15,894	
\$ 263,111	\$ 68,425	\$ 3,978	\$ 11,550	
\$ -	\$ -	\$ 16,637	\$ -	
\$ -	\$ 5,404	\$ 2,095	\$ -	
				\$ 82,282
				\$ 59,805
\$ 1,521,259	\$ 371,272	\$ 48,422	\$ 64,458	\$ 142,087
\$ 87,831	\$ 76,883	\$ 3,956	\$ 8,360	
\$ 107,692	\$ 64,489	\$ 4,898	\$ 10,450	
\$ 199,250	\$ 65,054	\$ 7,734	\$ 19,000	
\$ 77,256	\$ 2,750	\$ -	\$ 1,000	
\$ -	\$ -	\$ 12,078	\$ -	
\$ 247,468	\$ 79,698	\$ 2,750	\$ 20,000	

\$ -	\$ -	\$ 1,750	\$ -	
\$ 411,139	\$ 136,124	\$ 7,870	\$ 29,612	
\$ 251,665	\$ 73,947	\$ 9,848	\$ 19,910	
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\$ -	\$ 13,750	\$ 1,800	\$ 1,320	
				\$ 64,166
				\$ 56,207
\$ 1,382,301	\$ 512,696	\$ 63,856	\$ 109,652	\$ 120,373
\$ 88,054	\$ 103,677	\$ 2,385	\$ 5,448	
\$ 88,396	\$ 27,587	\$ 3,743	\$ 8,718	
\$ 260,552	\$ 35,131	\$ 6,440	\$ 17,186	
\$ 953	\$ 100,811	\$ -	\$ -	
\$ 252,483	\$ 52,237	\$ 4,654	\$ 14,355	
\$ 189,076	\$ 93,807	\$ 7,814	\$ 14,085	
\$ 222,973	\$ 60,398	\$ 6,079	\$ 9,176	
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				\$ 79,811
				\$ 38,678
\$ 1,102,487	\$ 478,901	\$ 32,501	\$ 68,968	\$ 118,489
\$ 29,000	\$ 120,740	\$ 6,000	\$ 7,600	
\$ 30,521	\$ 123,300	\$ 7,180	\$ 9,500	
\$ 38,351	\$ 211,000	\$ 12,880	\$ 15,220	
\$ 4,500	\$ 135,000	\$ -	\$ 2,100	
\$ 37,050	\$ 270,525	\$ 3,700	\$ 10,767	
\$ 55,000	\$ 410,979	\$ 11,700	\$ 26,920	
\$ 35,360	\$ 225,000	\$ 13,200	\$ 18,100	
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				\$ 50,618
\$ 232,282	\$ 1,506,544	\$ 57,660	\$ 91,407	\$ 109,848
\$ 55,148	\$ 88,115	\$ 2,239	\$ 6,496	
\$ 63,305	\$ 35,771	\$ 1,851	\$ 2,879	
\$ 186,707	\$ 19,601	\$ 3,301	\$ 4,417	
\$ 139,654	\$ 44,720	\$ 3,260	\$ 5,069	
\$ 236,437	\$ 97,734	\$ 3,506	\$ 5,081	
\$ 125,584	\$ 32,211	\$ 9,298	\$ 8,704	
\$ -	\$ 5,491	\$ 268	\$ -	
				\$ 39,738
				\$ 35,942
\$ 806,834	\$ 323,644	\$ 23,722	\$ 32,646	\$ 75,680
\$ 80,000	\$ 59,545	\$ 3,200	\$ 8,000	
\$ 80,400	\$ 35,741	\$ 2,500	\$ 6,250	
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\$ 160,000	\$ 50,069	\$ 3,200	\$ 12,537	
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\$ 61,171	\$ 45,890	\$ 753	\$ 2,124	
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\$ 713	\$ -	\$ -	\$ -	
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\$ -	\$ 1,260	\$ -	\$ -	
\$ 147,055	\$ 61,902	\$ -	\$ 3,090	
\$ 150,811	\$ 59,840	\$ 41	\$ 3,862	
\$ 72,171	\$ 3,993	\$ 24	\$ 966	
\$ 84,874	\$ 20,149	\$ 1,846	\$ 1,159	
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				\$ 43,336
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\$ 32,000	\$ 24,450	\$ 1,000	\$ 5,000	
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\$ 2,000	\$ -	\$ -	\$ -	
\$ -	\$ -	\$ 5,000	\$ -	
\$ -	\$ 10,800	\$ -	\$ -	
\$ 126,607	\$ 59,388	\$ 3,133	\$ 3,133	
\$ 165,000	\$ 60,851	\$ 1,915	\$ 17,871	
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\$ -	\$ -	\$ 7,000	\$ -	
\$ 44,250	\$ 18,938	\$ 563	\$ 5,250	
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\$ -	\$ 6,000	\$ -	\$ -	
				\$ 62,209
				\$ 45,602
\$ 896,436	\$ 282,036	\$ 24,496	\$ 40,876	\$ 107,812

wide dataset

NHSaves Energy Efficiency Programs
NHPUC Docket No. IR 22-042
11-01-2022 IR Requests
Attachment RR 1-006A
Page 1 of 1

Total PA Cost
\$ 9,033,638
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\$ 7,027,372
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\$	121,300
\$	27,057
\$	1,898,823
\$	1,208,872
\$	166,713
\$	63,134
\$	72,756
\$	333,536
\$	6,397,833
\$	921,576
\$	176,261
\$	565,229
\$	539,539
\$	105,397
\$	16,962
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\$	1,503,121
\$	165,361
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\$	29,173
\$	320,987
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\$	1,201,849
\$	359,195
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\$	27,057
\$	1,898,824
\$	1,208,872
\$	166,713
\$	63,134
\$	72,756
\$	333,536
\$	6,397,833
\$	670,522
\$	167,964
\$	314,424
\$	318,447
\$	130,924
\$	18,568

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\$	54,316
\$	89,337
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\$	90,106
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\$	912,651
\$	695,978
\$	167,755
\$	45,500
\$	32,829

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\$	150,522
\$	252,360
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\$	185,503
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\$	155,978
\$	228,648
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\$	671,701
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\$	10,464
\$	81,196
\$	114,780
\$	2,155,736
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\$	187,613
\$	218,882
\$	10,500

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\$	64,668
\$	95,134
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\$	987,149
\$	477,625
\$	565,591
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\$	491,801
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\$	126,052
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\$	16,870
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\$	170,911
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\$	376,625
\$	239,188
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\$	35,942
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\$	713
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\$	235,954
\$	82,504
\$	114,448
\$	96,501
\$	4,615
\$	2,313
\$	58,030
\$	43,336
\$	1,447,801
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\$	335,243
\$	2,000
\$	5,000
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\$	262,637
\$	62,671
\$	7,000
\$	75,000
\$	156,722
\$	6,000
\$	62,209
\$	45,602
\$	1,455,459

Instructions:

In order to create a comprehensive Energy Efficiency Program-wide dataset on program expenditures on con compile the individual 2021 Expenses by Contractors reports filed pursuant to reporting requirement 9.iii into further breaking out the cost of the contracted services from the rebate portion of the total, and providing th

Please add as many rows to the table as necessary.

Utility	Sector	Program	Contractor State	Rebates & Services
Eversource	C&I	Small C&I	AZ	\$ 9,550.00
Eversource	C&I	ADR	CA	\$ 4,500.00
Eversource	Both	All	CA	\$ -
Eversource	Residential	All	CA	\$ -
Eversource	C&I	Large C&I	CA	\$ 860,115.65
Eversource	C&I	Small C&I	CA	\$ 4,162,832.81
Eversource	C&I	Small C&I	CANADA	\$ -
Eversource	Both	All	CANADA	\$ -
Eversource	Both	ADR	CO	\$ -
Eversource	Both	All	CO	\$ -
Eversource	C&I	All	CT	\$ -
Eversource	Both	All	CT	\$ 1,118.84
Eversource	Residential	ES Products	CT	\$ 93,856.23
Eversource	Residential	ES Homes	CT	\$ -
Eversource	Both	Municipal	CT	\$ 50,197.50
Eversource	C&I	Large C&I	CT	\$ 108,230.00
Eversource	C&I	Small C&I	CT	\$ 6,802.00
Eversource	Both	ADR	FL	\$ -
Eversource	C&I	Municipal	FL	\$ 101,700.00
Eversource	C&I	Municipal	GA	\$ 10,425.00
Eversource	Residential	ES Homes	GA	\$ 768,243.85
Eversource	C&I	Large C&I	GA	\$ 575,458.34
Eversource	C&I	Small C&I	GA	\$ 21,677.91
Eversource	Both	All	GA	\$ 14,715.73
Eversource	Both	All	IL	\$ 159.80
Eversource	C&I	Large C&I	IL	\$ 39,008.77
Eversource	Residential	ES Homes	IL	\$ -
Eversource	C&I	Small C&I	IL	\$ 1,199,914.18
Eversource	C&I	Municipal	IL	\$ 11,363.60
Eversource	Both	All	INDIA	\$ -
Eversource	Both	All	IRELAND	\$ -
Eversource	C&I	ADR Pilots	MA	\$ 52,500.00
Eversource	C&I	All commercial	MA	\$ -
Eversource	Both	All	MA	\$ 10,581.95
Eversource	Residential	ES Homes	MA	\$ 75,700.00
Eversource	Residential	ES Products	MA	\$ 5,177,094.28
Eversource	Residential	HEA	MA	\$ 200,541.50
Eversource	Residential	HPwES	MA	\$ 16,438.50
Eversource	C&I	Large commercial	MA	\$ 2,492,118.02

Eversource	C&I	Municipal	MA	\$	57,744.92
Eversource	C&I	Small commercial	MA	\$	2,722,455.28
Eversource	Residential	HPwES	ME	\$	87,343.76
Eversource	C&I	Large commercial	ME	\$	816,784.20
Eversource	C&I	Municipal	ME	\$	104,827.55
Eversource	C&I	Small commercial	ME	\$	982,755.76
Eversource	C&I	Small commercial	MN	\$	46,285.00
Eversource	Both	All	NH	\$	59,303.48
Eversource	Residential	ES Products	NH	\$	-
Eversource	Residential	All	NH	\$	-
Eversource	Residential	ES Homes	NH	\$	738,503.01
Eversource	Residential	HEA	NH	\$	8,674,127.55
Eversource	Residential	HPwES	NH	\$	6,509,039.91
Eversource	C&I	Municipal	NH	\$	114,411.15
Eversource	C&I	Small C&I	NH	\$	247,609.76
Eversource	C&I	Large C&I	NH	\$	2,557,500.38
Eversource	C&I	Small C&I	NJ	\$	10,320.00
Eversource	Both	All	NJ	\$	8,577.83
Eversource	C&I	Small C&I	NY	\$	13,036.25
Eversource	Residential	HPwES	NY	\$	-
Eversource	C&I	Municipal	NY	\$	40,282.20
Eversource	Residential	HEA	NY	\$	-
Eversource	Both	All	OH	\$	-
Eversource	C&I	ADR	PA	\$	-
Eversource	C&I	All	PA	\$	-
Eversource	Both	All	PA	\$	24,018.37
Eversource	Residential	ES Homes	PA	\$	11,540.73
Eversource	Residential	ES Products	PA	\$	240,154.48
Eversource	C&I	Large C&I	PA	\$	87,769.39
Eversource	C&I	Small C&I	PA	\$	83,818.56
Eversource	C&I	Municipal	PA	\$	-
Eversource	C&I	Small C&I	RI	\$	9,906.00
Eversource	C&I	Small C&I	TX	\$	3,600.00
Eversource	Residential	HPwES	TX	\$	448,848.45
Eversource	C&I	Large commercial	TX	\$	173,855.80
Eversource	Both	Multiple	TX	\$	-
Eversource	Residential	ADR Pilots	VA	\$	30,543.34
Eversource	Both	All	VA	\$	926.00
Eversource	Both	All	VT	\$	33,091.60
Eversource	C&I	Large C&I	VT	\$	207,245.61
Eversource	C&I	Large C&I	WI	\$	32,300.00
UES	A-Res	A1-Residential Ener	NH	\$	50,365.00
UES	A-Res	A1-Residential Ener	PA	\$	2,025.00
UES	A-Res	A1-Residential Ener	VT	\$	-
UES	A-Res	A2f - Residential Ac	VA	\$	57,026.00
UES	A-Res	A2-Residential Hom	MA	\$	2,302.00
UES	A-Res	A2-Residential Hom	NH	\$	849,994.00

UES	A-Res	A2-Residential Hom	NY	\$	5,001.00
UES	A-Res	A2-Residential Hom	TX	\$	49,810.00
UES	A-Res	A2-Residential Hom	VT	\$	-
UES	A-Res	A3-Residential Ligh	MA	\$	395,189.00
UES	A-Res	A3-Residential Ligh	PA	\$	19,810.00
UES	A-Res	A3-Residential Ligh	VT	\$	68.00
UES	A-Res	A4-Residential Ener	CT	\$	320.00
UES	A-Res	A4-Residential Ener	MA	\$	452,319.00
UES	A-Res	A4-Residential Ener	MN	\$	13,380.00
UES	A-Res	A4-Residential Ener	NH	\$	-
UES	A-Res	A4-Residential Ener	PA	\$	19,199.00
UES	A-Res	A4-Residential Ener	VT	\$	-
UES	A-Res	A5-Residential Beha	CA	\$	92,578.00
UES	A-Res	A6-Residential ISO	GA	\$	-
UES	A-Res	A6-Residential ISO	MA	\$	-
UES	A-Res	A6-Residential ISO	ONTARIO	\$	-
UES	B-LowInc	B1-Low-Income Ho	MA	\$	9,937.00
UES	B-LowInc	B1-Low-Income Ho	MN	\$	3,000.00
UES	B-LowInc	B1-Low-Income Ho	NH	\$	1,497,682.00
UES	B-LowInc	B1-Low-Income Ho	NY	\$	25,139.00
UES	B-LowInc	B1-Low-Income Ho	VT	\$	-
UES	C-C&I	C1-C&I Large Busin	CA	\$	21,215.00
UES	C-C&I	C1-C&I Large Busin	IL	\$	-
UES	C-C&I	C1-C&I Large Busin	MA	\$	2,034.00
UES	C-C&I	C1-C&I Large Busin	NH	\$	7,663.00
UES	C-C&I	C1-C&I Large Busin	ONTARIO	\$	-
UES	C-C&I	C1-C&I Large Busin	PA	\$	3,794.00
UES	C-C&I	C2-C&I Municipal S	MA	\$	54,431.00
UES	C-C&I	C2-C&I Municipal S	NH	\$	2,038.00
UES	C-C&I	C2-C&I Municipal S	ONTARIO	\$	-
UES	C-C&I	C3-C&I Small Busin	CA	\$	406,078.00
UES	C-C&I	C3-C&I Small Busin	MA	\$	392,366.00
UES	C-C&I	C3-C&I Small Busin	NH	\$	20,025.00
UES	C-C&I	C3-C&I Small Busin	ONTARIO	\$	-
UES	C-C&I	C3-C&I Small Busin	PA	\$	1,501.00
UES	C-C&I	C4-C&I Active Dem	MD	\$	163,317.00
UES	C-C&I	C5-C&I Education	NH	\$	5,588.00
UES	C-C&I	C5-C&I Education	TX	\$	1,026.00
UES	C-C&I	C5-C&I Education	VT	\$	3,779.00
UES	C-C&I	C6-C&I ISO FCM Exp	GA	\$	-
UES	C-C&I	C6-C&I ISO FCM Exp	ONTARIO	\$	-
UES	D-All	D NH E General	CO	\$	-
UES	D-All	D NH E General	CT	\$	-
UES	D-All	D NH E General	FL	\$	-
UES	D-All	D NH E General	MA	\$	-
UES	D-All	D NH E General	ME	\$	-
UES	D-All	D NH E General	NH	\$	-

UES	D-All	D NH E General	TX	\$ -
NU-NH	A-Res	A1-Residential Ener	NH	\$ 45,580.00
NU-NH	A-Res	A1-Residential Ener	PA	\$ 164.00
NU-NH	A-Res	A2-Residential Hom	NH	\$ 391,073.00
NU-NH	A-Res	A2-Residential Hom	NY	\$ 1,906.00
NU-NH	A-Res	A2-Residential Hom	TX	\$ 26,812.00
NU-NH	A-Res	A3-Residential Ener	IL	\$ 4,482.00
NU-NH	A-Res	A3-Residential Ener	MA	\$ 280,684.00
NU-NH	A-Res	A3-Residential Ener	NH	\$ 1,511.00
NU-NH	A-Res	A3-Residential Ener	PA	\$ 3,073.00
NU-NH	A-Res	A5-Residential Beh	CA	\$ 91,169.00
NU-NH	B-LowInc	B1-Low-Income Ho	NH	\$ 316,039.00
NU-NH	B-LowInc	B1-Low-Income Ho	NY	\$ 8,387.00
NU-NH	C-C&I	C1-C&I Lg Business	IL	\$ -
NU-NH	C-C&I	C1-C&I Lg Business	MA	\$ 2,185.00
NU-NH	C-C&I	C1-C&I Lg Business	NH	\$ 8,218.00
NU-NH	C-C&I	C1-C&I Lg Business	ONTARIO	\$ -
NU-NH	C-C&I	C1-C&I Lg Business	PA	\$ 1,175.00
NU-NH	C-C&I	C2-C&I Sm Business	CA	\$ 170,667.00
NU-NH	C-C&I	C2-C&I Sm Business	MA	\$ 54,806.00
NU-NH	C-C&I	C2-C&I Sm Business	NH	\$ 22,028.00
NU-NH	C-C&I	C2-C&I Sm Business	ONTARIO	\$ -
NU-NH	C-C&I	C2-C&I Sm Business	PA	\$ 2,311.00
NU-NH	C-C&I	C5-C&I Education	NH	\$ 1,206.00
NU-NH	C-C&I	C5-C&I Education	TX	\$ 322.00
NU-NH	C-C&I	C5-C&I Education	VT	\$ 1,617.00
NU-NH	D-All	D NH G General	CO	\$ -
NU-NH	D-All	D NH G General	CT	\$ -
NU-NH	D-All	D NH G General	FL	\$ -
NU-NH	D-All	D NH G General	MA	\$ -
NU-NH	D-All	D NH G General	ME	\$ -
NU-NH	D-All	D NH G General	NH	\$ -
NU-NH	D-All	D NH G General	TX	\$ -
Liberty Gas	C&I	Education	MA	\$ -
Liberty Gas	C&I	Education	NH	\$ 2,270.24
Liberty Gas	C&I	LgBiz	MA	\$ 387,965.90
Liberty Gas	C&I	LgBiz	NH	\$ 237,932.73
Liberty Gas	C&I	LgBiz	NJ	\$ -
Liberty Gas	C&I	LgBiz	RI	\$ 212,666.14
Liberty Gas	C&I	SmBiz	CA	\$ 179,781.10
Liberty Gas	C&I	SmBiz	MA	\$ 194,490.05
Liberty Gas	C&I	SmBiz	NH	\$ 187,420.17
Liberty Gas	C&I	SmBiz	RI	\$ 181,047.50
Liberty Gas	Multiple	Multiple	AZ	\$ -
Liberty Gas	Multiple	Multiple	CO	\$ -
Liberty Gas	Multiple	Multiple	IL	\$ -
Liberty Gas	Multiple	Multiple	MA	\$ -

Liberty Gas	Multiple	Multiple	NH	\$ 926.39
Liberty Gas	Multiple	Multiple	OH	\$ -
Liberty Gas	Multiple	Multiple	Ontario, Canada	\$ -
Liberty Gas	Multiple	Multiple	TX	\$ -
Liberty Gas	Res	ES Homes	CA	\$ 2,624.99
Liberty Gas	Res	ES Homes	CT	\$ -
Liberty Gas	Res	ES Homes	NH	\$ 231,712.50
Liberty Gas	Res	ES Products	CA	\$ 15,749.94
Liberty Gas	Res	ES Products	CT	\$ -
Liberty Gas	Res	ES Products	MA	\$ 698,786.10
Liberty Gas	Res	ES Products	NH	\$ 4,704.74
Liberty Gas	Res	ES Products	VA	\$ -
Liberty Gas	Res	HEA	CA	\$ 23,624.91
Liberty Gas	Res	HEA	NH	\$ 1,430,043.50
Liberty Gas	Res	HEA	NY	\$ -
Liberty Gas	Res	HER	CA	\$ 196,874.25
Liberty Gas	Res	HPwES	CA	\$ 23,624.91
Liberty Gas	Res	HPwES	MA	\$ 89,201.76
Liberty Gas	Res	HPwES	NH	\$ 1,121,603.30
Liberty Gas	Res	HPwES	NY	\$ -
Liberty Electric	C&I	Education	MA	\$ -
Liberty Electric	C&I	Education	NH	\$ 1,578.36
Liberty Electric	C&I	Education	VT	\$ -
Liberty Electric	C&I	LgBiz	MA	\$ 29,619.94
Liberty Electric	C&I	LgBiz	NH	\$ 87,067.20
Liberty Electric	C&I	LgBiz	TX	\$ 18,297.27
Liberty Electric	C&I	Municipal	MA	\$ -
Liberty Electric	C&I	Municipal	NH	\$ 20,415.93
Liberty Electric	C&I	SmBiz	CA	\$ 177,289.52
Liberty Electric	C&I	SmBiz	MA	\$ 49,308.45
Liberty Electric	C&I	SmBiz	NH	\$ 331,977.15
Liberty Electric	C&I	SmBiz	RI	\$ 36,806.84
Liberty Electric	C&I	SmBiz	VT	\$ 550.00
Liberty Electric	C&I	SmBiz	WI	\$ -
Liberty Electric	Multiple	Multiple	AZ	\$ -
Liberty Electric	Multiple	Multiple	CA	\$ -
Liberty Electric	Multiple	Multiple	CO	\$ -
Liberty Electric	Multiple	Multiple	IL	\$ -
Liberty Electric	Multiple	Multiple	MA	\$ -
Liberty Electric	Multiple	Multiple	NH	\$ 168.98
Liberty Electric	Multiple	Multiple	OH	\$ -
Liberty Electric	Multiple	Multiple	Ontario, Canada	\$ -
Liberty Electric	Multiple	Multiple	TX	\$ -
Liberty Electric	Res	ES Homes	CA	\$ 905.00
Liberty Electric	Res	ES Homes	CT	\$ -
Liberty Electric	Res	ES Homes	MA	\$ 2,000.00
Liberty Electric	Res	ES Homes	NH	\$ 64,383.59

Liberty Electric	Res	ES Products	CA	\$ 5,430.00
Liberty Electric	Res	ES Products	CT	\$ -
Liberty Electric	Res	ES Products	MA	\$ 398,579.27
Liberty Electric	Res	ES Products	NH	\$ 10,821.18
Liberty Electric	Res	HEA	CA	\$ 8,145.00
Liberty Electric	Res	HEA	MA	\$ 39,198.10
Liberty Electric	Res	HEA	NH	\$ 917,041.65
Liberty Electric	Res	HEA	NY	\$ -
Liberty Electric	Res	HER	CA	\$ 67,875.00
Liberty Electric	Res	HPwES	CA	\$ 8,145.00
Liberty Electric	Res	HPwES	MA	\$ 60,519.52
Liberty Electric	Res	HPwES	NH	\$ 471,278.87
Liberty Electric	Res	HPwES	NY	\$ -
NHEC	C&I	Small Business	CA	\$ 19,309.22
NHEC	Both	All	CO	\$ -
NHEC	Residential	ES Products	CT	\$ -
NHEC	Residential	Multiple	CT	\$ 23,000.97
NHEC	Both	All	CT	\$ -
NHEC	Both	Multiple	GA	\$ 1,110.00
NHEC	Both	All	IL	\$ -
NHEC	Both	All	MA	\$ -
NHEC	Residential	ES Homes	MA	\$ 1,195.00
NHEC	Residential	ES Products	MA	\$ 546,936.76
NHEC	C&I	Large Business	MA	\$ -
NHEC	Both	Multiple	MA	\$ -
NHEC	Residential	Multiple	MA	\$ 17,930.50
NHEC	C&I	Small Business	ME	\$ 12,509.00
NHEC	Residential	ES Products	MN	\$ 26,600.00
NHEC	Both	All	ND	\$ -
NHEC	Both	All	NH	\$ -
NHEC	C&I	All Commercial	NH	\$
NHEC	Both	Education	NH	\$ -
NHEC	C&I	Education	NH	\$ 1,600.00
NHEC	Residential	ES Homes	NH	\$ 8,344.90
NHEC	Residential	HEA	NH	\$ 966,620.06
NHEC	Residential	HPwES	NH	\$ 576,057.16
NHEC	C&I	Large Business	NH	\$ 15,877.50
NHEC	Both	Multiple	NH	\$ -
NHEC	C&I	Multiple	NH	\$ -
NHEC	Residential	Multiple	NH	\$
NHEC	C&I	Municipal	NH	\$ 150.00
NHEC	C&I	Small Business	NH	\$ -
NHEC	Residential	Multiple	NY	\$ -
NHEC	C&I	All Commercial	ON	\$ -
NHEC	Both	All	TX	\$ -
NHEC	Residential	HPwES	TX	\$ 19,018.43
NHEC	C&I	Education	VT	\$ 3,047.40

tractors and consultants, please
o a single program-wide dataset while
his information by program.

Total Amount
\$ 9,550.00
\$ 4,500.00
\$ 100,960.16
\$ 3,472.01
\$ 924,740.54
\$ 4,472,278.74
\$ 14,113.74
\$ 6,648.87
\$ 102,775.21
\$ 13,467.66
\$ 284.25
\$ 14,763.95
\$ 93,856.23
\$ 616.74
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\$ 14,342.58
\$ 1,404.00
\$ 102,820.00
\$ 10,425.00
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\$ 578,024.72
\$ 21,677.91
\$ 85,065.73
\$ 68,169.40
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\$ 657.00
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\$ 1,343.60
\$ 9,507.09
\$ 61,500.00
\$ 201,303.10
\$ 299,087.97
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\$ 200,541.50
\$ 36,268.17
\$ 2,539,256.36

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\$ 40,282.20
\$ 107,705.50
\$ 934.42
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\$ 10,185.01
\$ 45,705.63
\$ 11,540.73
\$ 252,949.29
\$ 113,708.43
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\$ 3,798.75
\$ 9,906.00
\$ 3,600.00
\$ 448,848.45
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\$ 46,077.73
\$ 67,088.14
\$ 926.00
\$ 33,091.60
\$ 207,245.61
\$ 32,300.00
\$ 50,365.00
\$ 2,025.00
\$ 68.00
\$ 57,026.00
\$ 2,302.00
\$ 850,194.00

\$	5,001.00
\$	49,810.00
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\$	395,189.00
\$	20,085.00
\$	68.00
\$	320.00
\$	452,411.00
\$	13,380.00
\$	177.00
\$	20,920.00
\$	68.00
\$	92,578.00
\$	2,828.00
\$	393.00
\$	711.00
\$	9,937.00
\$	3,000.00
\$	1,499,670.00
\$	25,139.00
\$	850.00
\$	21,215.00
\$	9,272.00
\$	2,034.00
\$	12,169.00
\$	767.00
\$	3,794.00
\$	54,431.00
\$	2,038.00
\$	767.00
\$	406,078.00
\$	392,366.00
\$	20,281.00
\$	767.00
\$	1,501.00
\$	163,317.00
\$	7,449.00
\$	1,026.00
\$	3,779.00
\$	5,352.00
\$	711.00
\$	1,448.00
\$	623.00
\$	1,165.00
\$	9,808.00
\$	1,575.00
\$	79,231.00

\$	69,944.00
\$	45,580.00
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\$	391,073.00
\$	1,906.00
\$	26,812.00
\$	4,482.00
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\$	3,073.00
\$	91,169.00
\$	316,039.00
\$	8,387.00
\$	2,907.00
\$	2,185.00
\$	8,218.00
\$	361.00
\$	1,175.00
\$	170,667.00
\$	54,806.00
\$	22,028.00
\$	361.00
\$	2,311.00
\$	1,794.00
\$	322.00
\$	1,617.00
\$	454.00
\$	280.00
\$	379.00
\$	4,155.00
\$	525.00
\$	32,370.00
\$	22,808.00
\$	374.63
\$	10,607.68
\$	388,896.19
\$	238,566.56
\$	643.64
\$	212,666.14
\$	179,781.10
\$	195,256.62
\$	188,509.96
\$	181,047.50
\$	1,483.77
\$	29,359.86
\$	10,440.16
\$	69,011.29

\$	82,335.20
\$	38,489.94
\$	2,591.34
\$	129,245.10
\$	2,624.99
\$	1,240.75
\$	231,712.50
\$	15,749.94
\$	13,161.78
\$	698,786.10
\$	8,054.67
\$	16,862.71
\$	23,624.91
\$	1,430,272.18
\$	25,629.89
\$	196,874.25
\$	23,624.91
\$	90,045.81
\$	1,121,730.59
\$	13,189.04
\$	260.45
\$	5,924.95
\$	4,223.18
\$	30,466.19
\$	87,067.20
\$	18,297.27
\$	54.60
\$	20,415.93
\$	177,289.52
\$	49,847.22
\$	332,371.65
\$	36,806.84
\$	550.00
\$	178,862.44
\$	1,016.23
\$	17,380.00
\$	20,438.44
\$	7,257.52
\$	7,146.88
\$	66,556.01
\$	24,005.73
\$	13,854.60
\$	88,221.07
\$	905.00
\$	1,430.21
\$	2,000.00
\$	64,383.59

\$	5,430.00
\$	31,486.35
\$	398,579.27
\$	10,821.18
\$	8,145.00
\$	39,198.10
\$	917,041.65
\$	18,352.40
\$	67,875.00
\$	8,145.00
\$	60,519.52
\$	471,278.87
\$	8,813.36
\$	19,309.22
\$	1,411.65
\$	250.00
\$	24,153.62
\$	2,000.00
\$	67,286.98
\$	5,233.87
\$	1,746.44
\$	1,195.00
\$	546,936.76
\$	1,226.72
\$	3,353.13
\$	17,930.50
\$	12,509.00
\$	26,600.00
\$	5,532.82
\$	75,812.78
\$	28.47
\$	1,087.87
\$	1,600.00
\$	8,344.90
\$	966,620.06
\$	576,057.16
\$	15,877.50
\$	124.66
\$	284.72
\$	5,515.31
\$	195.96
\$	284.50
\$	21,145.26
\$	1,299.98
\$	2,209.32
\$	19,018.43
\$	3,047.40

FINANCIAL CHARACTERISTICS		
Note: The table shown may have been modified by user selections. Some information may be missing.		
DATA NOTES		
TABLE ID:	S2503	
SURVEY/PROGRAM:	American Community Survey	
VINTAGE:	2021	
DATASET:	ACSST1Y2021	
PRODUCT:	ACS 1-Year Estimates Subject Tables	
UNIVERSE:	None	
FTP URL:	None	
API URL:	https://api.census.gov/data/2021/acs/acs1/subject	
USER SELECTIONS		
GEOS	New Hampshire; United States	
EXCLUDED COLUMNS	None	
APPLIED FILTERS	None	
APPLIED SORTS	None	
PIVOT & GROUPING	None	
WEB ADDRESS	https://data.census.gov/cedsci/table?q=new%20hampshire&g=0100000US&tid=ACSST1Y2021.S2503	

Table: ACSST1Y2021.S2503

TABLE NOTES	Although the American Community Survey (ACS) produces population, demographic and housing unit estimates, it is the Census Bureau's Population Estimates Program that produces and disseminates the official estimates of the population for the nation, states, counties, cities, and towns and estimates of housing units for states and counties.
	Supporting documentation on code lists, subject definitions, data accuracy, and statistical testing can be found on the American Community Survey website in the Technical Documentation section. Sample size and data quality measures (including coverage rates, allocation rates, and response rates) can be found on the American Community Survey website in the Methodology section.
	Source: U.S. Census Bureau, 2021 American Community Survey 1-Year Estimates
	Data are based on a sample and are subject to sampling variability. The degree of uncertainty for an estimate arising from sampling variability is represented through the use of a margin of error. The value shown here is the 90 percent margin of error. The margin of error can be interpreted roughly as providing a 90 percent probability that the interval defined by the estimate minus the margin of error and the estimate plus the margin of error (the lower and upper confidence bounds) contains the true value. In addition to sampling variability, the ACS estimates are subject to nonsampling error (for a discussion of nonsampling variability, see ACS Technical Documentation). The effect of nonsampling error is not represented in these tables.
	For occupied housing units and renter-occupied housing units, the median monthly housing costs excludes renter-occupied housing units for which no cash rent is paid.
	The 2021 American Community Survey (ACS) data generally reflect the March 2020 Office of Management and Budget (OMB) delineations of metropolitan and micropolitan statistical areas. In certain instances the names, codes, and boundaries of the principal cities shown in ACS tables may differ from the OMB delineations due to differences in the effective dates of the geographic entities.
	Estimates of urban and rural populations, housing units, and characteristics reflect boundaries of urban areas defined based on Census 2010 data. As a result, data for urban and rural areas from the ACS do not necessarily reflect the results of ongoing urbanization.

Table: ACSST1Y2021.S2503

	Explanation of Symbols:- The estimate could not be computed because there were an insufficient number of sample observations. For a ratio of medians estimate, one or both of the median estimates falls in the lowest interval or highest interval of an open-ended distribution. For a 5-year median estimate, the margin of error associated with a median was larger than the median itself.N The estimate or margin of error cannot be displayed because there were an insufficient number of sample cases in the selected geographic area. (X) The estimate or margin of error is not applicable or not available.median- The median falls in the lowest interval of an open-ended distribution (for example "2,500-")median+ The median falls in the highest interval of an open-ended distribution (for example "250,000+").** The margin of error could not be computed because there were an insufficient number of sample observations.*** The margin of error could not be computed because the median falls in the lowest interval or highest interval of an open-ended distribution.***** A margin of error is not appropriate because the corresponding estimate is controlled to an independent population or housing estimate. Effectively, the corresponding estimate has no sampling error and the margin of error may be treated as zero.
COLUMN NOTES	None

Table: ACSST1Y2021.S2503

		NHSaves Energy Efficiency Programs					
		NHPUC Docket No. IR 22-042					
New Hampshire		11-01-2022 IR Requests					
Occupied housing units		Attachment RR 1-007A					
Label	Estimate	Margin of Error	HHDs < \$35k	% of total HHDs	Page 1 of 1		
Occupied housing units	548,026	±4691	98,266	18%			
HOUSEHOLD INCOME IN THE PAST 12 MONTHS (IN 2021 INFLATION-ADJUSTED DOLLARS)							
Less than \$5000	10,764	±1868					
\$5000 to \$9999	6,471	±1270					
\$10000 to \$14999	15,526	±2242					
\$15000 to \$19999	15,585	±2184					
\$20000 to \$24999	14,563	±1911					
\$25000 to \$34999	35,357	±2758					
\$35000 to \$49999	52,538	±3600					
\$50000 to \$74999	85,214	±4607					
\$75000 to \$99999	70,041	±4302					
\$100000 to \$149999	116,596	±5115					
\$150000 or more	125,371	±4678					
Median household income (dollars)	88,465	±2144					
MONTHLY HOUSING COSTS							
Less than \$300	\$ 11,031.00	±1481					
\$300 to \$499	\$ 21,642.00	±2032					
\$500 to \$799	\$ 62,103.00	±4078					
\$800 to \$999	\$ 57,789.00	±4099					
\$1000 to \$1499	\$ 134,911.00	±5753					
\$1500 to \$1999	\$ 111,500.00	±5339					
\$2000 to \$2499	\$ 67,107.00	±4132					

Table: ACSST1Y2021.S2503

	New Hampshire				11-01-2022 IR Requests		
	Occupied housing units				Attachment RR 1-007A		
Label	Estimate	Margin of Error	HHDs < \$35k	% of total HHDs		Page 1 of 1	
\$2500 to \$2999	\$ 36,344.00	±3241					
\$3000 or more	\$ 39,269.00	±3290					
No cash rent	\$ 6,330.00	±1231					
Median (dollars)	\$ 1,433.00	±23					
MONTHLY HOUSING COSTS AS A PERCENTAGE OF HOUSEHOLD INCOME IN THE PAST 12 MONTHS							
Less than \$20000	43,168	±2681					
Less than 20 percent	2,011	±747					
20 to 29 percent	3,962	±761					
30 percent or more	37,195	±2461					
\$20000 to \$34999	48,952	±3459					
Less than 20 percent	5,132	±1098					
20 to 29 percent	7,326	±1331					
30 percent or more	36,494	±3174					
\$35000 to \$49999	51,229	±3623					
Less than 20 percent	7,781	±1207					
20 to 29 percent	13,036	±1844					
30 percent or more	30,412	±2970					
\$50000 to \$74999	84,351	±4574					
Less than 20 percent	25,849	±2503					
20 to 29 percent	28,220	±2853					
30 percent or more	30,282	±2847					
\$75000 or more	310,181	±5930					
Less than 20 percent	212,078	±5344					
20 to 29 percent	76,773	±4181					
30 percent or more	21,330	±2327					

Table: ACSST1Y2021.S2503

	New Hampshire				11-01-2022 IR Requests		
	Occupied housing units				Attachment RR 1-007A		
Label	Estimate	Margin of Error	HHDs < \$35k	% of total HHDs		Page 1 of 1	
Zero or negative income	3,815	±1022					
No cash rent	6,330	±1231					